





## PHONES AND MAIL TAMPERED WITH, SAYS CND

By CHARLES LAURENCE

A DOSSIER compiled by the Campaign for Nuclear Disarmament on alleged telephone "taps" and apparent interference with mail is to be presented to the House of Commons Home Affairs Committee which is reviewing the activities of the police Special Branch this week.

It will be part of the evidence put forward to MPs on Wednesday by the National Council for Civil Liberties, which also has a file of complaints alleging interference with telephones arising out of the miners' strike.

Officials of both the CND and the NCCL admit that they have no hard evidence of covert surveillance of either anti-nuclear campaigners or striking miners but say there is a "pattern of allegations" which has not been satisfactorily explained.

The Post Office has already apologised to CND for mail being damaged, opened in transit or arriving late. It has sent them a cheque for £100 to compensate for the expense of re-mailing returned post and the time spent on compiling evidence of the damage.

**Sorting machines**  
Problems with high-speed sorting machines, particularly in Glasgow, are held to be the likeliest cause of the damage but the Post Office is continuing investigations into the possibility that staff members are responsible.

A letter written on behalf of Sir Ronald Dearing, chairman of the Post Office, and signed by his personal assistant Christina Lomas, says: "It is evident that something is going badly wrong within our system, and I want to assure you that we view this extremely seriously."

"Whilst there is no evidence at this stage that members of our staff have been interfering with your mail deliberately, we are very anxious to ensure that this is not happening and if it is found that there has been any tampering, very severe action will be taken against the culprits."

Mrs Joan Ruddock, chairman of CND, said: "Postal workers are not to blame but some government department is involved in surveillance. This is a covert action, and being done in an entirely unjustified and undemocratic way."

**Played back**  
Leading CND members and officials have also reported disputes with their telephones.

Mrs Ruddock said she once heard a telephone conversation she had just made played back to her when she next lifted the receiver—she admits this is not a phenomenon usually associated with taps, and she claims to have found themselves

connected to the Ministry of Defence or the local police station when dialling CND headquarters.

CND also claims repeated incidents of members' telephones "going dead" when they try to use them to rustle up demonstrators to harass cruise missile convoys leaving the Greenham Common base.

**More complaints**

A spokesman for the NCCL said: "What we can tell the Home Affairs Committee is that we have had an increase in complaints this year most stemming from the miners' strike and that we think there is a pattern to the allegations."

The committee, chaired by Sir Edward Gardner, Conservative MP for Fylde, is looking into all aspects of Special Branch operations and has insisted on taking evidence, even from chief constables, in public.

The Home Office last night refused to comment on the CND allegations, in line with usual policy on mail and telephone surveillance, while British Telecom referred all inquiries to the Home Office.

Official figures show that in 1979, the Home Secretary authorised 411 telephone taps and 52 mail surveillance operations in England and Wales, while the Scottish secretary authorised 56 telephone taps in Scotland.

**GREENHAM DEMO**  
Two arrested

In one of the biggest demonstrations for months yesterday, the 40 diehard "peace women" who have permanently around Greenham Common cruise missile base were joined by more than 700 supporters for a day-long protest.

Two women were arrested after attempts were made to rip down the wire fence which surrounds the heavily guarded Berkshire base.

Other women draped the fence with Christmas decorations.

## Archbishop criticises 'inept' religious poll

By Canon D. W. GUNDRY Churches Correspondent

A GALLUP Poll seeking "yes" or "no" answers to religious questions is described by the Archbishop of York, Dr John Habgood, as "theologically inept" and some of the questions as "nonsense."

The results of the poll are published today. It was commissioned at a cost of £4,000 by the strongly evangelical Church Society.

It asked members of the Church of England if they believed in the Virgin birth, Christ's physical resurrection, and the literal truth of miracles, whether the Queen should remain Supreme Governor of the C of E, and whether the Church should take sides in politics.

**Liberal view**  
The Rev Dr David Samuel, director of the Church Society, said that by using a body such as Gallup "we would have an objective picture of the doctrinal, moral and political state of the Church of England."

He admitted that he expected to find the laity orthodox in their views, but this was not the case. There seemed to be a balance between those who hold what Dr Samuel regarded as traditional biblical teaching and those who had "embraced a rather new, liberal view in doctrine and morals."

Dr Samuel found it difficult to believe how Christianity had made its way in the world unless it was simple, and argued that "God has spoken to us in propositions."

Mr Gordon Head, of Gallup, said the poll did not reveal lack of faith. Among the clergy, including bishops, two out of every three believed in the Virgin birth as an historic event.

But another question tried to force respondents to say that Christ's resurrection was either a physical resurrection or a spiritual experience of the disciples. It took no cognizance of St Paul's explanation in 1 Corinthians 15, that Christ's risen body was a spiritual body.

The Bishop of Durham, the Rt Rev David Jenkins, has also confessed that he believes as St Paul did.

Dr Habgood said that the poll reflected an unsophisticated view instead of helping the Church, as a whole, to grow in understanding what doctrine is

about. He said the essential point is that "here on the level of human life God is at work in the life of Jesus."

He also found it absurd and ambiguous to ask whether the Church should take sides in politics. The poll reveals 74 per cent of people attending church in the past month think it should not.

Ninety per cent want the Queen to remain Supreme Governor of the C of E.

Dr Habgood conceded that some questions in the poll were straightforward, as when four out of five Anglicans favoured having women priests and one-fifth Roman Catholics thought the C of E should go ahead with the ordination of women.

Four out of five Anglicans and nine out of ten Catholics wanted unity talks between the two churches to proceed.

The doctrinal questions raised by the poll are not new. The poll does not take account of the revolution of knowledge about how the world is constructed, and in changed ideas about the nature of religious truth, which has emerged as a result of scientific and philosophical thinking.

**BOMB BLAST Pc RESUMES DUTIES**

Policeman John Gordon, 31, of Chalfont St Giles, Bucks, who lost both legs after the Harrods bomb blast last Christmas, reports for duty today for the first time since the outrage. He is to resume light duties at the police station.

The P.C.'s determination has meant a return to work inside the deadline he set himself after the IRA attack—to be back at work within a year.

**RUGBY MAN DIES**

A post mortem examination will be held today on rugby player Nick Green, 24, who collapsed playing for Streatham-Croydon at Rugby, Warwickshire, on Saturday.

A computer operator, of Ongar Road, Fulham, he was making his first XV debut at lock forward.

**BRIEF ENCOUNTER**  
Brother Martin Lynagh, a monk whose freshly-laundersed spare underwear was mistakenly put into a jumble sale while he was visiting a convent at Nympsfield, Gloucestershire, has had them returned.



Linda Brimblecombe, 18, among the shelves of the shop and off-licence in Ashburton, Devon, which she takes over today. She recently finished a youth training scheme course at the shop and so impressed the owner, Mr Eric Barnes, that when he put the shop on the market he decided to sell it to her. Linda raised the £35,000 purchase price with loans from her parents, her bank, and Mr Barnes himself.

## Sharp rise in custody terms for youngsters

By TERENCE SHAW Legal Correspondent

A SHARP rise in the number of juvenile offenders given custodial sentences in the first six months of this year is disclosed today by the National Association for the Care and Resettlement of Offenders.

Survey returns from 30 local authorities showed that the number of juveniles sent to penal establishments from January until the end of June was 21 per cent higher than in the second half of 1983.

Youth custody sentences imposed on juveniles rose by 37 per cent, and detention centre orders by 15 per cent. The increase in care orders was 36 per cent.

The survey was conducted by the association to assess the impact of the 1982 Criminal Justice Act which came into force in May 1983. It replaced Borstal training with a new youth custody sentence, provided for shorter detention centre orders and gave courts new powers to pass non-custodial sentences.

**National picture**  
As only 35 of the 115 local authorities in England and Wales who were asked for information provided usable material for the survey, the report says that it cannot be assumed that the results reflect a national picture.

But if the apparent marked increase in the use of custody and care orders is presumed to be general, there are serious grounds for concern that the Act is not working as intended, says the report.

The decline in the use of intermediate treatment and the fact that, with the exception of community service orders, relatively little use is being made of the non-custodial provisions of the Act, indicates that it is not having the effect on keeping juveniles out of institutions.

**Sharp increase**  
Commenting on the result of the survey, Mrs Vivien Stern, the association's director, said that if the sharp increase in custodial sentences was "typical of the country as a whole, it must concern everyone who wanted to see a reduction in juvenile crime."

"Seven out of every 10 youngsters leaving penal establishments were back before the courts within two years. The 1982 Act was intended to help the courts use non-custodial sentences wherever possible. The Government, the courts and the agencies working with young offenders must urgently examine what seems to have gone so badly wrong with this legislation and work together to put it right."

Last week the Prison Officers' Association claimed that the effect of the new Youth Custody sentence was encouraging brutality and drug abuse by older offenders sent to youth custody centres. A Prison Department inquiry has been ordered after the association's disclosures.

### STEEL'S SON

FINED £50

AFTER FIGHT

The adopted son of Mr David Steel, the Liberal leader, was fined £50 at Horseferry court at the weekend. William James Steel, 20, an actor, of Beatty House, Dolphin Square, Piccadilly, pleaded guilty to disorderly behaviour and failing to appear in court when the case was first called. He was fined £25 on each charge.

Mr James Jobling, magistrate, told Steel: "You are getting yourself quite a little record. Go on being disorderly and you may find yourself in quite a lot of trouble."

In a statement issued on behalf of the Liberal leader afterwards, Mr Steel said: "Bill is extremely contrite and very much regrets the whole incident."

The court was told that he was arrested on Thursday night when he was involved in a fight on the forecourt of Victoria station.

## L-drivers to see league tables of instructors' success

By JOHN LANGLEY Motoring Correspondent

LARNER drivers should soon be able to compare the success rate of local driving schools in getting pupils through the test. "League tables" will be available showing the pass rate of each individual on the register of Approved Driving Instructors, as well as every school in the area.

Examiners will also be coming under closer scrutiny.

Computer analysis of their marking sheets will be able to show up examiners who are not doing their job correctly.

And test candidates who have failed will get a clearer idea of the reasons being given by a duplicate copy of the marking form, according to the Driving Instructors' Association.

The reforms were hailed yesterday by the Association as a major step in helping learner drivers. "It is about time—we have been pressing since 1977 for these league table results to be published," said the Association's chief executive, Mr Graham Fryer.

**Taken for a ride**

"Often people have chosen a large school, only to find their teacher is a trainee. Or they have picked a small, apparently cheap one and found they were being taken for a ride."

"With league tables available for reference, the quality of instruction will be as plain to see as the DoE fuel consumption figures which are compulsorily shown on new cars."

The reforms are based on recommendations in the Rayner Scrutiny which studied the driving test organisation.

It was set up under the regime of Lord Rayner, the Government's former special adviser on cost savings and efficiency in the Civil Service,

who has since returned to Marks and Spencer as chairman.

According to the association, all but a handful of the Rayner recommendations have been accepted. The league table could be available for inspection at local libraries, as well as at test centres and driving schools.

"We are waiting to have discussions on this point with the department when the new arrangements are announced," said Mr Fryer. There are 27,803 approved instructors on the register, plus another 10 per cent, or more trainees. The excessive proportion of trainees in some schools has been a sore point with the Instructors' Association.

## DO NOT GIVE CIGARETTES, SAYS BMA

By Our Health Services Correspondent

A warning against giving cigarettes as Christmas presents was issued by the British Medical Association yesterday.

Dr John Havard, secretary of the association, said that shoppers should not be fooled by the jolly Christmas wrappings of tobacco products. He said: "The product is dangerous. The package should be plain and the health warning clear."

"People should not be tricked into buying cigarettes or tobacco as Christmas presents and the industry should not be allowed to dress up packets of cigarettes in this way."

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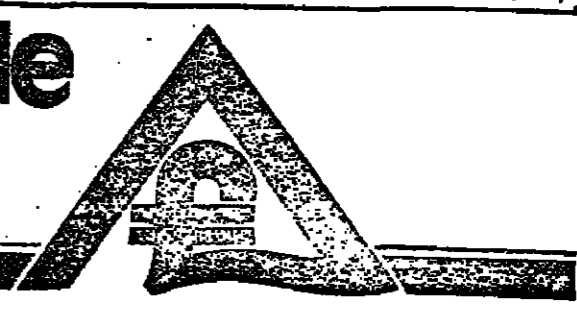
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## RAF RESUMES FAMINE AID AIRLIFT

By R. BARRY O'BRIEN in Addis Ababa

THE RAF famine airlift in Ethiopia was again fully operational yesterday with the arrival of more grain ships at the Red Sea port of Assab.

The new shipments have enabled the two Hercules C-130s to resume their normal six flights daily, which were halved by supply hold-ups on four days last week.

One plane made three flights yesterday.

It carried wheat from Assab to Axum and Makale in the drought-stricken North Ethiopian highlands while the other made three flights with loads of blankets to the Alamata airstrip serving the big Keren famine relief centre.

"We are back at full throttle again," said Wing Commander Nunn, commander of the RAF detachment.

The Wing Commander, who has been in charge of RAF airlifts since they started on Nov. 4, returns to Britain this week. Wing Commander Derek Kingsman, 51, from headquarters No. 1 Group, RAF Upavon, Wilts, takes over command from him tomorrow.

Wing Commander Nunn said two Hercules resumed a full operational schedule last Friday when one returned to Assab for the first time since grain stocks ran out there two weeks ago.

### Biscuits and blankets

One aircraft has since been flying grain from Assab to Axum and Makale while the other has been making three flights daily to Alamata with loads of high-energy biscuits and blankets.

Flights were halved last week when grain stocks at Addis Ababa airport were cleared and there were hold-ups in alternative supplies.

The arrival of grain ships at Assab has put Soviet and East German aircraft back in the famine airlift.

Aeroflot Antonov 12 transports withdrawn from Assab when grain stocks ran out at the port have returned there with the RAF. Aircraft of Interocean, the East German airline, are again flying grain cargoes.

A German Red Cross official who visited Assab last week said yesterday that he saw eight ships in port with cargoes of grain, wheat, flour, butter, oil,



Map of Ethiopia showing the Red Sea, Assab, and the famine relief area.

rice, vehicles and other relief supplies. Another nine ships were waiting outside the port.

An aspect worrying some donor governments is the persistent allegation that some emergency relief supplies are being diverted to Ethiopia's 250,000-strong armed forces.

The allegation has been repeatedly made by the Tigray People's Liberation Front fighting a guerrilla war against the government in North Ethiopia and are dismissed by the government as baseless lies. They are also discounted by many diplomats although some see a danger of supplies going astray when large quantities expected next year, make monitoring difficult.

Relief workers tell stories of army garrisons sharing their rations with famine victims. The military commander at Mekele, the "red" between Dessie and Assab is said to have provided food for nomad famine victims from the desert camping in the town.

An explanation given by relief workers for occasional reported sightings of famine relief food in army camps is that sometimes famine victims have been fed from stocks brought by the government for the army, and these are replenished from emergency food shipments when they arrive.

## Green party realists aim for co-operation

By MICHAEL FARR in Bonn

WEST GERMANY'S anti-nuclear "Greens" ended a three-day party conference in Hamburg yesterday having decided to shelve the vexed question of co-operation with the Social Democrats until nearer the 1987 general election.

The question of whether the environmental party should get involved in government or remain exclusively in opposition provoked heated debate during the conference.

The decision against co-operation for the time being, but not completely ruling out future alliances, represented something of a victory for the realists who maintained that it was too soon to decide categorically.

Fundamentalists, for example Herr Rudolf Bahro, a former member of the East German Communist party, had argued strongly against "shameful collaboration with the power system."

But the realists, represented by a number of the party's 26 Bundestag (lower house) MPs, disagreed. "We must transform protest into political experiment. We cannot just be a protest movement, otherwise we should never have entered parliament," said Herr Joschka Fischer.

### Local decision

In the compromise agreed, a large majority of the 800 delegates voted to leave the question to local branches of the party to decide according to their particular situation.

The five-year-old party, despite the threat of a future split between realists and fundamentalists, has recently gone from strength to strength. Breaking into the Bundestag with 5.6 per cent. of the vote

in the March 1983 general election, its standing has risen to around 11 per cent., according to recent opinion polls.

During the summer it won seats for the first time in the European Parliament, and has deputies in six out of 11 state parliaments.

**MINER ATE BODY TO SURVIVE**

A miner rescued alive yesterday from a coal mine in Taiwan where he was trapped for four days has survived by eating another miner who died after they were sealed in a deep tunnel by an explosion.

Chou Chung-ku, 56, said that he starved for two days after Wednesday's blast before finding a miner's body. Fifty-one miners have been confirmed dead in the disaster at the Hsishan Yikeng mine, 16 miles southwest of Taipei.—A.P.

**RESHUFFLE IN RUMANIA**

President Ceausescu of Rumania has reshuffled his Communist country's Standing Bureau, a sort of inner cabinet, cutting it to eight members from 13.

The former Prime Minister, Mr. Manca Mares, is the only newcomer, continuing a return to the inner circle of power that started in 1982.—Reuter.

## 14 years of terror in the air

By GERALD BARTLETT and A. J. McILROY

SKYJACKING began in earnest 14 years ago when terrorists of the Popular Front for the Liberation of Palestine attacked four planes over Western Europe.

On Sept. 6, 1970, one of the planes, a jumbo jet, was flown to Cairo, where it was blown up by time bombs after those aboard were given less than three minutes to get out.

Two other planes, one Swiss, one American, were directed to an ex-RAF airstrip in Jordan. The fourth, an El-Al plane, was seized by Leila Khaled, a fervent revolutionary, and a male accomplice, over the east coast of Britain, but they were followed by Israeli guards.

The man was killed, and the plane made an emergency landing at Heathrow, where Miss Khaled was detained.

Additional pressure Her fellow-terrorists issued a 72-hour ultimatum threatening to blow up the two planes in Jordan together with 275 hostages unless she and six Arab terrorists held by West Germany and Switzerland were freed.

After days and nights tense with fear and just before the ultimatum expired the terrorists put additional pressure on the Health Government by seizing a British VC-10 with 114 people aboard, including 30 children, and landing it alongside the two other planes.

A Security Council meeting was called by Britain, and in the Mediterranean the United States Sixth Fleet set course for Jordan before the hostages were eventually released and Miss Khaled left Ealing police station on the first stage of a journey to Cairo and freedom.

There have since been scores of skyjackings in various parts of the world and train sieges in Holland.

**Fooling a skyjacker** In January, 1975, a sky-jacked British Airways airliner was flown to Stansted to fool an Iranian skyjacker, he was landing in France. The SAS was said to have been involved in the "biggest" anti-skyjacking operation mounted in Britain.

The skyjacker, armed with what were later established as dummy grenades and a fake gun, was seized, and a bag containing £100,000 he had demanded was recovered intact.

Standed was again the scene in March, 1982, after four sky-jacked Boeing 737s with Tasmanian passengers on board. Pistols and grenades they carried turned out to be dummies, and the event proved a triumph for patient, unflinching police.

Lord Whitelaw, then Mr Whitelaw, said as Home Secretary that the operation provided a clear warning to skyjackers: "You are not going to get any change out of Britain."

**Entebbe raid** Probably the most memorable case of skyjacking was the seizure of an Air France Airbus carrying 257 people, including 60 Israelis, in June, 1976.

The plane was seized after take-off from Athens on a flight from Tel Aviv to Paris, and eventually landed at Entebbe airport in Uganda, where President Amin negotiated with the skyjacker, who demanded that 55 Palestinians held in Israel and four other countries be freed.

Early in July an Israeli commando unit, down in by the Israeli Airforce, attacked Entebbe airport by moonlight and freed more than 100 hostages from a building where they were under guard.

Twenty Ugandan soldiers and all seven skyjackers, five Palestinians and two Germans, were killed. Three hostages were also killed in the operation, which began 15 hours before a deadline set for murder of the hostages.

**Editorial comment—P14**

**'250 KILLED' IN CAMBODIA CLASH**

As many as 250 to 300 Vietnamese soldiers have been killed since Vietnamese forces launched an attack on a major Cambodian resistance camp on the Thai-Cambodian border on Nov. 18. Thai military sources said yesterday.

They said 130 other Vietnamese troops may have been wounded in the battle for Nong Chan camp. They said 32 Cambodian guerrillas have been killed and 47 seriously wounded.—A.P.



A young boy, suffering from chest pains after the release of poison gas from the Union Carbide plant in Bhopal, lying on the ground in a tent as he received treatment from a volunteer doctor.

## Repeated warnings of Bhopal gas danger

By BALRAM TANDON in New Delhi

THE gas leak disaster in Bhopal did not occur without repeated warnings to the Government of Madhya Pradesh and to the management of Union Carbide, owners of the plant.

The first came in 1975 from Mr M. N. Buch, commissioner of Bhopal municipal corporation.

In the light of the rapid urban sprawl in the area of the plant, he recommended its removal.

The possible threat from the factory to the growing urban population, the importance of rechecking safety factors, and shortcomings in the plant were examined at least twice.

The Madhya Pradesh State government set up a one-member inquiry committee in 1978. This report underlined the need for a more rigorous application of safety measures and spoke of the possibility of a major catastrophe in the event of negligence.

The committee was set up after Mohammed Ashraf, a plant worker, was killed after a gas leak and three others injured.

In May, 1982, Union Carbide's principals in the United States sent out a three-member committee to look into the working of the Bhopal plant.

That committee spoke of fear for concern of 10 different causes concerning technical matters.

**1982 assurance** The issue of the possibility of gas leaks from the factory causing a major catastrophe was raised in the Madhya Pradesh State Assembly in 1982.

Answering questions on Dec. 21, the Labour Minister insisted there was absolutely no danger of a disaster.

Safety arrangements in the plant were foolproof, he said, and he dismissed demands for the removal of the factory to a distant site, the pointed out that there had been an investment of £16 million.

In two articles in September and October, 1982, in a local newspaper, Rajkumar Kosiwani wrote that a possible explosion could reduce Bhopal into a city of the dead.

The articles aroused fresh questions in the State Legislative Assembly. The Labour Minister repeated his earlier statement that there was no danger to Bhopal.

Kosiwani carried his campaign to the national Hindi press and in June this year published an exhaustive warning on gas plant in the mass circulation Hindi newspaper JANSATY.

In an article in the INDIAN EXPRESS newspaper yesterday, Mr Kosiwani said that his warning, as well as those of the committees which had gone into the danger from a gas plant so near an urban centre, were ignored.

**CARRIER PROTEST** More than 12,000 people attended Le-sponsored rallies and marched around the Yokosuka American Naval base south of Tokyo yesterday to protest against a visit of the nuclear-powered aircraft carrier Carl Vinson due there today for two days of rest and recreation.—A.P.

## U.S. in crisis talks with Sri Lanka

By DAVID GRAVES in Colombo

GEN. Vernon Walters, President Reagan's roving ambassador at large, flew to Colombo yesterday after an urgent appeal for talks by the Sri Lankan government to discuss the worsening security situation in the north of the island.

Observers said it was expected that President Jayewardene would appeal for American arms aid when the two men meet today and that the request would be seriously considered by Washington.

Security forces are continuing one of their biggest ever operations against the rebel Tamil separatists in the troubled Northern Province. Officials in Colombo said that intelligence warnings had been read that the rebels planned another attack possibly against an army camp or police station.

The government in Colombo has looked increasingly to the United States for assistance.

Specialists say that a health-care crisis of unprecedented severity will persist in the Bhopal area as a result of the poison gas tragedy.

Many of the tens of thousands who have been treated in hospitals and released will almost certainly develop serious problems in the months and years ahead.

"The eyes and lungs of a considerable percentage of the population will be greatly impaired," the New York TIMES reported, quoting medical experts.

At the National Institute for Occupational Health and Safety, Dr Trent Lewis, chief of the experimental toxicology branch, said he believed long-term problems would haunt the survivors because of the destruction of cells in the lungs and other parts of the respiratory system.

Dr Yves Alarie of the University of Pittsburgh School of Public Health, said the most immediate damage was probably the destruction of the cells of the cornea, the transparent covering of the eye. This could produce permanent blindness.

As a rough estimate, American specialists said that 5 to 10 per cent. of those who sought medical treatment in Bhopal would suffer serious long-term consequences.

**44-5M MAXIMUM** British firm's risk Our CITY STAFF write: Union Carbide has said the company is safe from claims resulting from the disaster at the Indian plant because it had comprehensive insurance. But underwriters in London said little of that risk had ended up in the British market.

One of the few companies with a major potential liability is Royal Insurance, which stands to pay a maximum of £4.5 million. But even some of that will have been laid off in reinsurance. Lloyd's of London is also thought to carry some risk, but that has been estimated to be less than £1 million.

Insurance experts in London pointed out any claim against Union Carbide would have to go through either the Indian or the Connecticut courts. In both, compensation for death and injury are likely to be related to the earning capacity of the injured.

**Trawler sunk** It was confirmed last night that the Indian government had sent a warship and two coastguard cutters to patrol the Palk Strait, the narrow sea passage separating the two countries, following the sinking of an Indian trawler by the Sri Lankan navy last week.

Sri Lanka said the trawler had stayed in her territorial waters and its four-man crew, who were arrested, would be repatriated back to India.

As the security sweep continued in the north, the State-run Sri Lanka Broadcasting Corporation said that more than 200 terrorist suspects had been rounded up by the security forces.

As fears of fresh rebel attack grew the government armed 50 to 60 Sinhalese fishing families at Trincomalee on the north east coast for their own protection following the rebel assault on two neighbouring villages last week.

## Israel threatens unilateral pull-out in the Lebanon

By MAIER ASHER in Jerusalem

ISRAEL yesterday told Mr Richard Murphy, American Under-Secretary of State, that if no progress is made in her talks with Lebanon on the Israeli troop withdrawal from that country, Israel will make its own arrangements for a pull-out within 14 days.

Lebanese or Syrian interests would not be considered.

Neither would a date be set for a final withdrawal from the eastern sector of Lebanon.

The information was passed to Mr Murphy during his meeting yesterday with Mr Peres, the Prime Minister, and Mr Rabin, Defence Minister, at which, according to sources close to the government, Israel expressed impatience at the deadlock in the withdrawal talks, being held at the headquarters of the United Nations Unifil force at Nakoura.

According to the Israeli sources, Mr Murphy was briefed on the two main causes for lack of progress on the Israeli withdrawal.

**Two main causes** These were the inability of the Lebanese Army to open the coastal road south of Beirut and advance to the Israeli military positions on the Awali river; and the inability of Syria, the dominant power in Lebanon, to push an end to the sectarian fighting between the Lebanese Army and the Druze militia, which was preventing the army's deployment in the south.

Israel's lack of confidence in the Lebanese Army which is the main topic of Mr Murphy's talks, is closely related to the Israeli proposals to deploy Unifil troops in the south instead of Lebanese groups, as proposed by Beirut.

Israel repeated its intention to make it a unilateral partial withdrawal from southern Lebanon if the deadlock continues. According to Israeli sources there has been no indication on the part of Syria over coming to an agreement on an arrangement with Lebanon which would also be acceptable to Israel.

The next round of talks at Nakoura are planned for today.

### SHARON REBUKE

Month's U.S. absence

OUR JERUSALEM CORRESPONDENT writes: The prolonged stay in New York of Mr Sharon, Israeli Trade Minister, who has absented himself from Cabinet meetings for nearly a month because of his \$50 million libel suit against Time magazine, became yesterday the subject of sharp criticism in the Cabinet and in Parliamentary circles.

Mr Sharon was given two weeks' leave to testify at the trial dealing with reports in the magazine about his responsibility for the massacres in the Beirut Palestinian refugee camp in 1982. He has now been absent a month and has indicated that his stay in the United States may be further extended.

## Rebels unsubdued in Pacific colony

By IAN WARD in Singapore

HEAVILY armed police last night patrolled roads in New Caledonia following renewed pledges by rebel Melanesians to drive French colonialists from the South Pacific island.

Despite this show of strength and promises by the authorities last week to restore law and order, the coastal township of Mou remained under rebel control.

On Saturday Melanesian militants buried 31 comrades killed when ambushed on Thursday by a posse of white settlers. Four rebels wounded in the ambush were still in "critical" condition.

French police, ringed the tribal village of Tiendane as the funeral rites were intoned. "We'll never give up the struggle," said a leading militant, Mr Yewere Yewere, bitterly as the coffins were lowered.

M. Jean-Marie Tijibu, the chief rebel leader, whose two brothers were among the 10 buried, did not attend the service. He had been warned to stay away.

**Embarrassing boycott** New Caledonia's Melanesian or Kanak population has rallied to the call of the Kanak Socialist National Liberation Front, which is demanding independence from France.

The party's boycott of the Nov. 18 elections resulted in a turnout of little more than 50 per cent. of the eligible voters in New Caledonia.

The anti-independence Republican party won by a landslide, but the boycott was highly embarrassing to the authorities in Paris.

This, combined with an island-wide policy of post-election violence by the Kanaks, has forced Paris to review its plans for settling the self-determination issue.

Originally it had been planned to hold a referendum in 1989. But the Liberation Front maintains that as Melanesians are a 45 per cent. minority in their own land, they have no chance of winning their cause by voting.

**PRISONERS FREED** President Nyerere of Tanzania pardoned 1,013 prisoners yesterday in an amnesty marking the country's 25th anniversary of independence, the government announced in Dar es Salaam.—A.P.

### MARTIAL LAW

PROTEST IN BANGLADESH

By Our

Dacca Correspondent

At least 40 people were seriously injured in Bangladesh when armed police attacked demonstrators at the weekend during an anti-Government hartal (general close-down).

Leading Opposition parties were demanding withdrawal of the country's 33-month-old martial law and formation of a neutral Government to hold Parliamentary elections.

In speeches at public meetings Mrs Khaleda Zia, chief of the Bangladesh Nationalist party, Mrs Hasina Wajed, leader of the Awami League, and Mr Abbas Ali Khan, chief of the Islamic fundamentalists (Jamat-e-Islami), urged people to take part in a non-cooperation movement against the Army regime.

**CHERNENKO AS A FILM HERO**

By NIGEL WADE in Moscow A film glorifying the exploits of President Chernenko in clashes with "bandits" as a young border guard in Kazakhstan 50 years ago, has been produced in Moscow according to Soviet Press accounts. His exploits — as a daring leader and a crack shot — have been applauded several times already in print since he came to power last February.



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سكاي كلاص

# EURO MPs TO FACE BUDGET CHALLENGE

By ALAN OSBORN Common Market Correspondent

THE WILLINGNESS of the European Parliament to risk a confrontation with Common Market member governments over the level of EEC spending next year by rejecting the 1985 budget will be put to the test in Strasbourg on Thursday.

As is traditional, the Euro-MPs want to spend more than the governments. The difference in figures is not large this year, but the Parliament has other grievances over the budget procedure, and its dissatisfaction could tilt the balance in favour of rejection in Thursday's vote.

The EEC Commission's original 1985 budget provided for the spending of £16 billion by the community.

Budget Ministers of the 10 governments met this week to discuss the budget for 1985, and the Parliament, at its first reading, restored £1.8 billion to the figure.

Last month the ministers agreed to provide an extra £1 billion or so for the Common Agricultural Policy in 1985, but said this was conditional on new income being raised during the year.

There is no guarantee of this happening, however, since West Germany is refusing to implement the agreed increase in income until Spain and Portugal join the community, which will not be until the beginning of 1986 at the earliest.

## Refunds clash

A potentially more serious dispute is looming over the treatment of some £864 million in agreed budget refunds for Britain and West Germany. The member governments want these sums (£860 million net for Britain) deducted from the two countries' contributions to the budget.

The Parliament, however, is insisting that the cash should be returned to London and Bonn via extra handouts on EEC projects, as in the past. This would increase the size of the budget and give Euro MPs powers over the allocation of the money.

Adding to the Parliament's unhappiness is the introduction — finally agreed at last week's

## Britain will oversee internal trade

By OUR COMMON MARKET CORRESPONDENT

A SHARE-OUT of the jobs among the 14 new Common Market Commissioners taking office in the New Year was completed amicably over the weekend, with Britain securing her objective of responsibility for the internal market.

## EEC AID FOR THIRD WORLD

By Our Common Market Correspondent

A NEW trade and aid pact signed by the Common Market and 66 of the world's poorer countries in the Togo capital of Lomé over the weekend will mark the start of a new era in the EEC's policies towards the Third World.

The five-year agreement, known as the third Lomé Convention, provides for the transfer of some £4.5 billion from the Community to the African, Caribbean and Pacific countries and also breaks fresh ground in the provision of export opportunities for developing countries in EEC markets.

The final deal hammered out in Brussels last month largely reflects the British view, argued by Mr Timothy Raison, the Overseas Development Minister, that poorer countries are better served by help to develop their own food and export industries than by the transfer of cash aid.

France and other EEC members with Mediterranean interests, fearing threats to their farmers from increased Third World exports, argued against this and in favour of higher grants.

## Emergency programme

Meanwhile, British officials have rejected charges that last week's decision at the EEC summit in Dublin to double food aid to Africa was hypocritical because most of the aid would merely be switched from other needy parts of the world.

EEC government leaders agreed to provide 1.2 million tonnes for Africa but did not specify where it should come from.

EEC officials have said that the money and aid is having to be switched from other food programmes.

But British officials pointed out yesterday that while it was natural that part of the aid would come from the existing emergency food aid programme provided for under the present Lomé Convention, the rest of it would be financed somehow.

## POLES JUMP SHIP

By Our Staff Correspondent in Bonn

Another 53 Poles have jumped the ferry Rogalin, 7,500 tons, during its latest twice weekly stop at the West German Baltic port of Lübeck. Travellers, border authorities in Lüneburg reported yesterday. More than 800 Poles have jumped ship in West Germany so far this year.

# Milk quota 'offenders' must now pay up

By GODFREY BROWN Agriculture Correspondent

THE crunch over whether Common Market countries really are serious about bringing the extravagant dairy surpluses under control is looming rapidly.

Payment of the first instalment of the penal superlevy on excess output is due to be made to the Brussels commission this week by countries that are over their quota limit on milk production.

Mr Jopling, British Agriculture Minister, will be demanding a progress report on how the other countries are responding to production limits at a two-day meeting of Farm Ministers which opens in Brussels today.

He has said that Britain will not hand over any milk levy money to Brussels unless the system is being equitably applied throughout the EEC.

But the force of his argument is rather diminished by the fact that Britain's dairy farmers — at least those on the mainland — have cut production so much, partly as a result of the long summer drought, that no payment is due.

## Ulster over quota

Mr Allen Price, the head of BOCM Silcock, said last week that by not producing up to their quota limit, the 28,000 dairy farmers in England and Wales were voluntarily giving up nearly £44 million in milk income, an average of £1,120 per producer.

But in Northern Ireland output has been running above the quota limit and some of the 8,500 dairy farmers may be liable to the superlevy.

Mr Jopling could well refuse



Mr Michael Jopling: demanding progress report.

maintaining that France is within its quota limit and that no superlevy payment is due. But Britain will not be alone in wanting to know how the figures were arrived at.

The Agriculture Commissioner, Mr Poul Dalsager, has been authorised to open infringement proceedings if necessary against Ireland, Denmark and France as well as Italy.

But the commission itself is now something of a lame duck, its four-year term finishing at the end of the year and a new commission takes over from Jan. 1. Whether the old commission will want to go out quietly or on a strong note remains to be seen.

## FERRIES' FARES CUT BY 12pc

Brittany Ferries today announced cuts in passenger and car fares on Portsmouth - St Malo and Plymouth - Roscoff routes next summer, with reductions of up to 12 per cent on last summer.

"It means savings of up to £20 return for a family of two adults, two children and a car," said Brittany. "It will boost passenger capacity on the Plymouth route by 70 per cent in the spring by adding the 1,200-passenger ferry Iregael to the fleet."

## CANADIAN CRUISE TESTS AGREED

By Our Washington Staff

The first test firing of an air-launched cruise missile outside the United States will take place over Canadian territory early next year.

Washington and Ottawa have reached an agreement under which two tests of the cruise missile will be carried out in severe weather conditions over north western Canada.

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## STANSTED REPORT IS LIKELY TO GIVE GO-AHEAD FOR EXPANSION

By Sir C. S. COOPER Air Correspondent

THE report on the Stansted inquiry is to be published today, 21 years after the report was first selected to join Heathrow and Gatwick as the best site to provide more capacity for airline traffic in the south-east.

A three-man team, headed by Mr. Graham Eyre, O.C. spent over three years on the inquiry. It is expected to support the British Airports Authority's application to develop Stansted, probably with a 35 million annual passenger limit on the airport's capacity.

In an article in the latest issue of the magazine *Bruce Environment*, Mr. John Farrington, a lecturer in geography at the University of Aberdeen, said a better option would be to make more use of Heathrow and the regional airports.

He accepts, however, that unless there is a sea-change in Government views, Stansted's development is likely to be given the go-ahead—for the second time.

The history of the airport's controversy, he says, reveals a fascinating and complex process of debate, inquiry, decision and counter-decision, which observers and participants have found "bizarre" and "incredible".

The apparent ineptitude of the decision-making process has been a source of dismay and anger for the people living near

the possible site of the last 20 years.

The airfield near Stansted, Mountfitchet in Essex, built by the Americans during the war, was first selected by a Government committee in 1963 as the best site for a third major airport in the London area, only to be rejected as a "calamity" in 1965 after a 31-day inquiry which paid more attention to environmental objections.

The Roskill Commission, set up in 1970 to study sites, did not include Stansted in its short list.

Roskill favoured Cumbria (Wings), but this recommendation was rejected in favour of Maplin on the Essex coast.

Oil factor

Maplin was rejected by the Government because of the huge cost involved and its distance from London.

This was in 1974, when the oil crisis had led to a slowing-down of air transport growth and a consequent weakening of airport demands.

Then in 1979 a study group

on south-east airports named six sites, including the three previously rejected—Stansted, Cumbria and Maplin.

At the end of the year the Government picked Stansted, with the Trade Secretary, then Mr. John Nott, saying that years of indecision and counter-decision reflected no credit on the country's capacity to make difficult but necessary choices.

Conflict of forecasts

The British Airports Authority was told to plan the development of Stansted to handle up to 15 million passengers a year and make provision for further development in the 1990s.

Today's report is the outcome of 258 days of hearing following the start in September 1981 of the public inquiry set up by the Government to examine the BAA's application to develop Stansted, amid mounting opposition from groups advocating a fifth terminal at Heathrow and greater use of regional airports.

Mr. Farrington says the difference between the third London airport and regional airports' uses boils down to a classic conflict between two sets of traffic forecasts.

The BAA argues that its forecasts demonstrate the need for a third London airport, and that the best optimum is the development of Stansted.

British Airways and other airlines agree the need for extra capacity, but want it provided through expansion at Heathrow.

In a study of civil aviation and airports policy into the 1990s published today by the Faculty Partnership, Mr. Keith Boyfield concludes that development of facilities at Stansted offers the best solution to the airport capacity constraint already evident in the South-East.

Then in 1979 a study group

## Sheik's jet has £35,000 parking fine

By GRAHAM JONES

A SAUDI businessman, Sheikh bin Birjis al Murabidh, laid plans to see Europe in style from his own full-sized customised airliner, fitted with gold taps, the latest video systems, and in one case an ornamental stone fireplace and electric organ.

Unfortunately twice his high-flying plans took him no further than Luton Airport.

The sheik's latest executive toy, a Boeing 707, has been seized after two years running up a £35,000 parking fine on the Bedfordshire tarmac.

Mr. David Ward, principal legal assistant for Luton Borough Council, who administers the airport, said the sheik had "abandoned it like an old Cortina," though the council expected to get their money back when it was sold.

Tyres perished

It was two years ago when the sheik engaged Monarch Airlines to refit his grey 179-seater jet with £750,000-worth of bedrooms, luxury couches, gold bath taps and seat buckles, together with an extensive video system, free from the plane's interference.

But the money failed to arrive on schedule and the project was abandoned.

All the while the Boeing, rusting and the tyres perished, was clocking up parking fees of £6.50 an hour.

Now the High Court has given Luton Council permission to sell off the 707 and recover their £35,000 parking fees. Said Mr. Ward: "It is a unique legal case."



Honey, charm, jasmine, a long-haired tortoiseshell voted top cat at the National Cat Club show in London, pictured with her owner, Mrs Barbara Patch from Bristol.

## Plan to take the heat out of road planning battles

By JOHN PETTY Transport Correspondent

WAYS to take the heat out of public inquiries into controversial road schemes are proposed in a report from the National Economic Development Office today.

Higher compensation is also sought for people whose homes are affected by new road projects.

Many objections to new roads might vanish if compensation terms were more generous.

The cost would be covered by savings made in speeding-up the project and reducing the number of legal battles involving high fees.

The public inquiry process has become altogether too legalistic, too protracted and too expensive, in the severe detriment of ordinary people, says the report. "The system would be fairer to all concerned if the legal/adversarial approach was removed."

Advance timetable

Timetable for inquiries should be laid out in advance, so that people know exactly when they need attend. They should include sessions outside normal working hours to help "ordinary people" keep loss of time and earnings to a minimum.

The inspector should be there as an investigator instead of being in a quasi-judicial role. He should "draw out the issues and help the less articulate, rather than act as an umpire in a long drawn out legal and technical debate which can become acrimonious in extreme circumstances."

Inspectors should also have power to compel the Transport Department to disclose relevant information.

There might also be scope for the Transport Committee of the House of Commons to take a preliminary look at major schemes, thereby removing many issues from the public inquiry.

Earlier consultation with the public could ease matters, instead of having the Transport Department defending firmly fixed proposals at inquiries.

Several ways are suggested in which the Transport Department could speed-up road planning, including avoiding unnecessary duplication of work and delegating more to the regions.

It is also suggested that the Treasury allow the Department to use its discretion in approving

ing schemes up to a value of £5 million, instead of £1 million as at present.

Results of inquiries would come faster if inspectors were allowed a secretary, instead of having to laboriously write out all their own reports.

The two-volume study is by the Civil Engineering Economic Development Committee, made up of 28 top businessmen, professionals, trade unionists and civil servants connected with the industry. It is published by NEDO Books, London, at £8.

Current roadworks

Current roadworks notified by the Department include: M1: Moderate delays in Bedfordshire on northbound carriageway between junctions 11 and 12 due to works lasting until late December.

M2: Work lasting until the end of December is causing contraflows at junction 5 and south of the Medway towns.

M3: "Major remedial work" will last until Dec. 24 at junction 1, Sunbury Cross, Surrey.

M4: Diversion near London Airport where link with M25 is being constructed.

M5: Lane closures on both carriageways between junctions 4 and 5, near Bromsboro, until late December with southbound carriageway completely closed each night, 9.30 p.m.-6.30 a.m., and traffic diverted via A58. Southbound carriageway restricted, this week, between junctions 9 and 10, near Tewkesbury.

M6: Contraflow in Staffordshire until Dec. 21 between junctions 10a and 11, with Hilton Park service area closed to northbound traffic. Northbound exit road closed at junction 11 and southbound entry slip road closed most days between 7.30 a.m. and 9.30 a.m.

M18: Northbound diversion until Dec. 23 near Wadsworth junction, South Yorkshire.

M49: Westbound lane closures in Oxfordshire between junctions 5 and 6, with some diversions via A40.

M50: Contraflow until January 5 between junctions 2 and 3, south of Ledbury. Entry and exit slip roads closed at junction 2.

A13: Beckton flyover, East London, closed tomorrow 9.30 a.m.-3.30 p.m.

## Holiday firms turn to single parent market

By IAN BOYNE

THE British travel trade, which this year has seen a record number of companies going out of business and 20,000 holidaymakers stranded abroad, has turned its attention to the million-strong "untapped market" of single parent families.

Last week, for the first time, a major tour operator, Global, launched a programme of holidays tailored to this minority group.

The company is confident it will sell most of the 30,000 holidays it has on offer for the 1985 summer season.

Mr. Tony Le Masurier, Global's marketing director, said: "There are now one million single parents in Britain for whom an annual holiday is extremely important."

"Although price is a very relevant consideration, we know that companionship and the opportunity to mix with others in a similar situation is equally important."

Ginebreau, the single parent organisation, said it "wholeheartedly welcomed" moves to make holidays for single parents easier.

Careful watch

ABTA, the travel agents' association, said its office had frequent calls from single parents wanting to know if there were any holidays available to suit them.

"We are sure the rest of the trade will be watching carefully to see if it is a success. If it is, you can be assured there will be other companies doing the same the following summer," said a spokesman.

The idea for the programme came from Mrs. Alison Smith, a single parent since she was widowed six years ago, who

had helped to run a small independent single parent travel agency.

She could see a demand which needed to be satisfied on a much larger scale than by her company, Single Parents Abroad.

Mrs. Smith, now employed by Global as single parent family holiday organiser, said: "I simply came to see Global at the beginning of the year and said there was a terrible need for special holidays and that they should do something about it."

"Since then everything seems to have worked out beautifully."

She visited all but a couple of the resorts featured in the brochure "looking at them as a single parent." Mainly they are clean, smallish, safe resorts.

"Can you imagine anything more miserable than a mum and her two kids on holiday at a huge resort like Rimini, and not knowing anyone?"

She said "there was nothing worse. Just after my husband died I took my two sons, then aged six and eight, on a package holiday in a 600-bed hotel."

"It was simply awful. No fun at all for me. I used to go to bed at the same time as the children every night as I found it very difficult to meet people in similar circumstances as myself."

She said: "We hope that with this new programme single parents and their families will be able to relax, enjoy themselves and make plenty of new friends."

Global denies the single parent holidays have been launched as a gimmick. It hopes they will take off like other recent specialities, such as holidays for the over-60s and the booming teens and twenties programmes.

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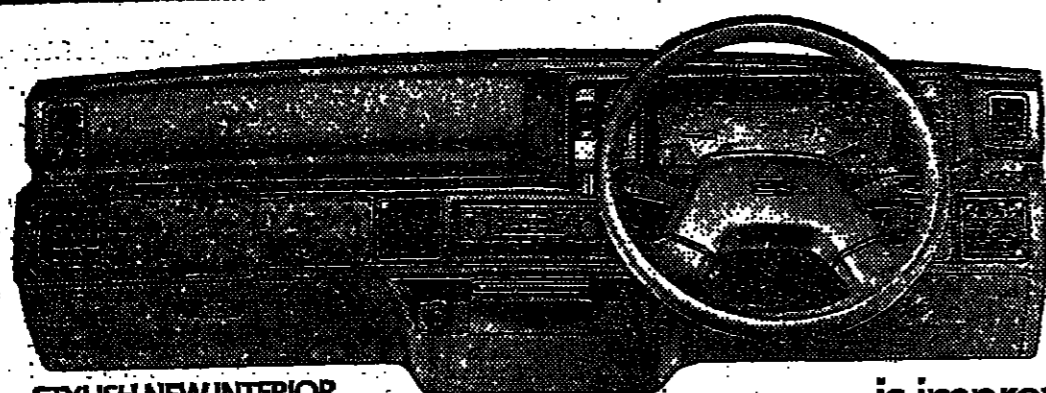
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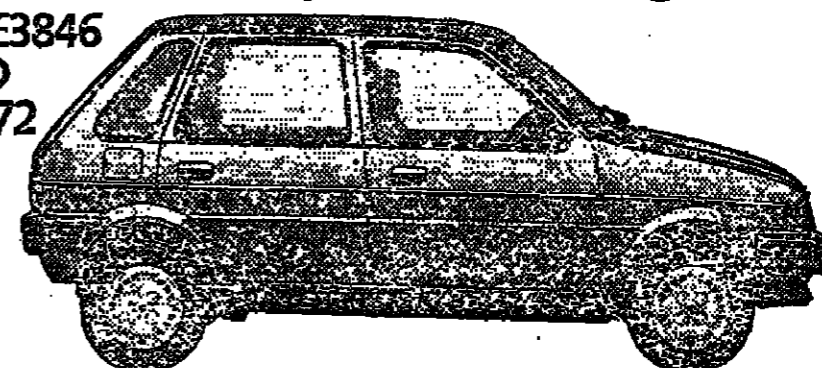
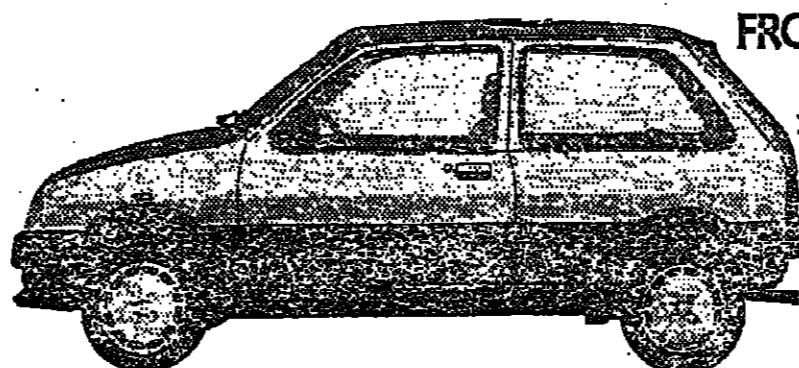
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adventarily reported on Saturday.

mentally handicapped children and adults, 123 Golden Lane, London EC1.

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SCIENCE: ADRIAN BERRY on turning a foxhunt into a wild goose chase

## Putting saboteurs off the scent

THE SCENE is becoming ominously familiar in the countryside. The hunt meets, its leaders resplendent in their pink coats, followed by troops of enthusiasts, some on horseback, some on foot. Then there is a sudden interruption. Cudgels are brandished, and obscenities and threats are harshly uttered. The anti-hunt saboteurs have arrived.

Some elements of the anti-hunt movement have gone far down the Scariff road in recent years. Protesters used to be respectable people with banners who would do no more than politely explain their case and, indeed, many still do this. But today there is at least one group who are likely to arrive masked and carrying circular saws, sledgehammers and other weapons. "We will pull the hunt leaders off their horses and remove their red coats," they threaten. "We will tie them to a tree and paint them red. We want to humiliate them."

What can be done about this menace? "Why can't you science people invent some new weapon to fight off these horrible saboteurs?" a hunt supporter asked me recently in anger and near despair. I have brooded about what



An extremist group of hunt saboteurs.

may be called the Huntsman's Problem, and I have come up with an answer which provides at least partial security against the attentions of saboteurs. It is not foolproof, but it should be enough to deter a saboteur group from attacking one's own hunt and sending them off to molest another hunt in the adjoining district.

The solution lies, not in weaponry, as my hunting friend imagined, but in deception. To the question, "Why do

saboteur groups disrupt hunts?" there is one undisputed answer: because they can read in a local newspaper or in the "Hunting Appointments" section of Horse and Hound an advertisement telling them where the hunt is taking place. Why not disguise the information, render it opaque, so that only members of the hunt and its followers will be able to understand it?

How to publish information that is intelligible to one group of people but not to another is a problem that lies at the root of cryptography, the art of secret writing, through which governments have fallen, and wars have been lost. It should not be too difficult to devise a simple code with which hunting people can similarly protect their interests.

An announcement which I picked at random from the latest Horse and Hound said that a certain Cotswold Hunt was to meet on Dec. 1 at a place called Frogmill Inn. This seems to me lamentably candid. Why not say instead that the hunt would meet at Location 25?

"Location 25?" The saboteurs would exclaim in bewilderment. "What on earth does it mean? Where do we go for our riot? This is unfair!" But will not the hunt support-

ers be similarly baffled? No, because they will have circulated among themselves a Secret List, giving to each of the few dozen places where the hunt might be meeting a code number that can safely be advertised. To preserve security, a new and wholly revised list can be circulated each season. Obviously, the list must also be circulated among the hunt supporters, those people who do not themselves ride horses but who like to turn up and watch the enjoyable spectacle.

There is a weakness, but perhaps not a serious one. For what is to stop saboteurs from posing as hunt followers and obtaining in advance a copy of the Secret List?

They can do so, of course, but only by going to considerable trouble. The hunt leaders can make life difficult for spies and moles by handing out a bulky and expensive list to those followers whom they know by sight. The upshot may well be that the saboteurs decide that espionage is too much like hard work, and go elsewhere.

This scheme will involve some extra paper work, but if it averts violent confrontations it should be worth trying. The present system of freely circulating sensitive information is asking for trouble.

JULIAN ALLASON

## NOTEBOOK

I MUST confess that when recently thumbing through the pages of the SPECTATOR — a magazine which is read by 16-year-old merchant bankers and Conservative bishops, that I was shocked to see an advertisement, a note to the effect that the magazine, in conjunction with Highland Park Malt Whisky, had instituted a series of rewards for Members of Parliament.

Are not comparisons invidious? Not only were there to be five categories of award, ranging from "The Member to Watch" to the "Parliamentarian of the Year" by way of chief troublemaker, but the announcements were to be made public at a lunch at the Savoy.

Now, contrary to popular belief, all that an MP really wants is a quiet life. We have no wish to appear on breakfast television. After the rigours of fighting an election, three weeks in close proximity, during which we are paraded sheepishly in the back of a Land-Rover, harried like a bullock across waving fields to bewildered housewives, all we seek is tranquility. It is no joke to be threatened by the award of "Troublemaker of the Year."

## As usual, Old Boy

SOMEONE, somewhere, must have done it before. Perhaps it's not all that remarkable, going back to your old school after 50 years during which you have never seen it or even been within 50 miles of the town. But as the train sped so smoothly north it seemed decidedly odd, I blame my wife for not all that she had often insisted on seeing for herself this very old and nearly lost piece of my personal jigsaw.

As we left the station I could not even remember which way we turned to reach the town. Nothing looked familiar. My fears began to grow even bigger. All alone I had dreaded that my memories of the old school, founded c. 1500 and one of those marvellous grammar schools the wrong-headed Shirley Williams did her best to wreck, would not have survived without terrible change.

The old stone buildings appeared. What would we see? Rows of dirty, lean walls with pink, stand-up joint wearing CND badges and smoking joints against the walls? But what was this? OTC uniforms everywhere. I realised it was Thursday. Boys similarly dressed to our old selves but possibly even smarter. We entered and looked around the quad. Yes, there was a fair-sized scrap going on in every corner. When I inquired for the school office the boys stood up properly and answered at once. What had happened to the world I had been steadily running down for the last 30 years? Had it really not changed at all?

RONALD HASTINGS

## I give you—a troublemaker

Year, a distinction which is bound to lead to letters in the local newspaper. You can imagine my concern when, out of the blue, I received an invitation from Mr Charles Moore, the editor of the SPECTATOR, to take lunch. It might have ended in tears.

MPs wish to retire into decent obscurity, visiting the constituency, it is true, but at yearly intervals. I will certainly not go as far as an elderly knight of the Shire of my acquaintance who, when asked what it was he liked about the Palace of Westminster, said that he could sleep there as well as anywhere else in London. It would have been difficult indeed to do so in recent weeks. But there is something to be said for what is called "keeping a low profile."

In the event I had nothing to worry about. The lunch, which was graced by any number of expatriate Scots, was excellent; but what was served in lettuce in Lancashire sauce: fillet of beef, instead of a roll of which nestled an oyster, and a curious pud

called Crannachan in which multi-coloured creams gave way eventually to a bed of very Scottish oats. Every guest, and there were many of us, was given a small bottle of claret in a cloth bag which we were told by our host, we could use to keep our pound coins. That I should live so long.

The company, which consisted of MPs and the better sort of journalist, some of whom had been persuaded to act as judges, was addressed by Mr Ludovic Kennedy, Scotland's Ambassador to the Court of St James and entertained hugely by Lord Grimond. I spotted Mrs Edwina Currie, wearing hand-cuffs, and the Hon. Alan Clark, who had abandoned the Department of Employment and a lunch of beer and sandwiches for his old haunts. Sir Keith Joseph was there, looking, it must be said, a little worn. The five prize-winners, worrying about their speeches, were tucked away anonymously among the guests.

There were few surprises, as it happened. Mr Tam Dalyell,

the "Troublemaker of the Year," did not turn up. I am keeping his whisky for him. Mr Nicholas Budge, the "Backbencher of the Year," called for a return to Cabinet government and Mr Malcolm Rifkind, yet another Scot, complained of never being at home.

Mr Budge was a splendid choice. A former Tory whip, who relinquished that office as he felt that he was not cut out to be a politician, he has spent the last year or so dabbling idly upon our self-dabbling idiosyncrasy, turning the inflated Dr John Cunningham, who has led to Labour over the Bill to abolish the GLC and the Metropolitan counties, was made the "Debater of the Year." He has certainly done to Patrick Jenkin what Mr Denis Healey does to Sir Geoffrey Howe.

The garland of "Parliamentarian of the Year" went to Dr David Owen, and deservedly so. I hope that were he to win it next year, he would add a water touch. After lunch at the Savoy no place to worry us about the prospects of government and constitutional crisis. But it was all great fun. The politicians travelled back to the House in taxis paid for by the hosts of the Press; the victors clutching cut-class decanters and bottles of Malt, the vanquished, secretly relieved and eager to return to a quiet life and a copy of the SPECTATOR.

DENIS MORRIS

## Good deals for Christmas

ACCORDING to G. K. Chesterton, Noah remarked as he sat down to dine, "I don't care where the water goes if it doesn't get into the wine." One appreciates his concern about the brackish flood water swilling around.

On the other hand it might be very rewarding to Christmas diners if they drank more water, preferably bottled spring water free of the all-pervading taste of chlorine to which we in west Sussex are at present subjected.

Most of those who can tend to over-indulge at Christmas and subsequently suffer from a hangover, a headache and a raging thirst. This can be alleviated by drinking a tumbler or two of water during Christmas dinner—we normally drink Perrier because it is both sparkling and neutral. There are cheaper ones.

We follow this with a further glass or two later in the day and a tumbler with a couple of Alka Seltzers at bedtime. This combination seems largely to eliminate the acidity and heartburn that otherwise builds up.

On the also-positive side I find that the better the wine, the less the discomfort. Cheap wines or champagne drunk in quantity and especially on an empty stomach can be very discomforting. Moderation is the slogan here—a little wine, Timothy, for thy stomach's sake.

Having just received a call from the vicar, a happy, round, wine-drinking man, I told him of what I have just written and dubbed myself a Jeremiah. "Not a bit of it, Denis," he replied. "Considering what hardship he endured, Jeremiah was relatively optimistic—he merely put people in mind of the danger of things."

Inexperienced wine shoppers could be much helped by the SUNDAY TELEGRAPH'S (£2.95) Wine Guide '85, featuring the

best wines under £5 and where to find them. There are opinions, of course, but there is a lot of helpful guidance. Which? Wine '85 is as valuable as ever and recommends scores of new and merchants, while a new Webster's is also comprehensive and valuable.

Sparklers well worth trying if the price suits include Lister's sparkling white available at Bottoms Up, London, Morrisons Supermarkets, Yorkshire, and Chaplins, Worthing (£3.50-£5.00). Tesco's Sauvignon, non-Vintage Brut (dry) (£3.99), the popular Veuve du Vernay (£3.49) Victoria Wine and others, and Christopher's Blanquette de Limoux NV (£5.49). Peter Dorian's blanc de blanc Champagne is at the very attractive price of £8.49. I found it pleasant, dry, delicate and very good value as is Sainsbury's extra dry champagne and their rose at about the same price.

The Grandes Marques champagnes are centuries of experience behind their making, the exclusively classic grapes used, their huge stocks of reserve wines kept as a compensation for deficiencies in indifferent vintages like the recent one shrouded in a lightness of the bubbles and the delicacy of the wines' bouquet.

Of the still wines drunk as an aperitif, those of Germany and Yugoslavia are probably the best buys for the some-what sweet toothed and dry French Chablis from about £3.25 upwards to £5.50 and more best value in dry. Sweetness in a wine hides many a fault so when buying dry wines where any sourness would show through it is best to upgrade slightly.

A 1982 Sauvignon de St Bris from the shippers George Verel, started by Bow Wine Vintners, London, is very enjoyable. (£2.25-£4.00).

Those prepared to experiment with an unusual aperitif or table wine from Alsace,

Germany, Austria and New Zealand amongst others, could profitably try one of the many relatively inexpensive Gewurtz-traminers which abound from about £3.00.

The "Gewurtz" makes a pungent, highly scented, curiously-spiced, heady wine with two distinct tastes in the mouth—a very full wine when you first swallow it and a more austere slightly astringent one later. Tesco sell the best value I have come across (£2.79), also starred by the SUNDAY TELEGRAPH'S as a "very distinctive bouquet, often likened to lychees and a spicy very dry after taste. To be served chilled as an aperitif or with smoked fish or smoked salmon." It is in a decent 75 cl bottle. Not everyone's wine but napped as an outsider recommended with some confidence.

Dry white Graves from Bordeaux makes an excellent pre-meal drink yet buyers are slow to seek it out; perhaps they remember the dreadful sweet protest wines of the Deux Mors of the 1940s. They are now mostly made dry and well. This reluctance explains the relatively modest prices of many dry Graves of renowned quality which worth a try. For contrast the popularity of Sancerre, Pouilly Fumé and Pouilly Fuissé in the States has pushed their prices to unreasonable heights.

Despite their appalling value for money in many pubs and restaurants (hundreds of per cent profit), one cannot not without mentioning sherry. Fino (dry) or cream (sweet) are the staple diets though many enjoy the slightly salty taste of a Manzanilla. The more you pay the pleasanter the taste, the more entrancing the bouquet. The more you drink, the more it is wise to take copiously of anti-dehydration liquid. Water!

## AT HOME WITH COMPUTERS

## IBM—programmed for trouble

"NO ONE ever got fired for choosing IBM." So runs the conventional wisdom of the data-processing manager. And in the world of mainframe computers, IBM has traditionally dominated by IBM, few have chosen to argue.

But does the old adage still hold true now that the average price of a business computer system has plunged to around the £4,000 mark? The City certainly seems to think so. After all, IBM already has 35 per cent of the North American business microcomputer market and has made rapid strides here also. Two years ago IBM UK had no network of dealers; today 350 retailers sell its personal computer range and that is in addition to its own small army of sober-suited salesmen. As for the manufacturers who grew fat selling IBM look-alike personal computers, it is a rare retailer who can resist the temptation of one of the American clone-makers going bankrupt. So is the British personal computer market about to succumb to a complete IBM takeover?

Despite the superficial attraction of this theory, there are sound reasons for dismissing it. Firstly, IBM is not the omnipotent monolith popularly depicted. By the standards of multinational corporations it is a relatively small company, and it remains a melange of competing divisions selling a jumble of overlapping systems, between

which it has been unable to establish compatibility. IBM manufactures more than 184 different keyboards alone.

Many on the retail side argue that such success as IBM has enjoyed has been due to the sheer resources brought to bear rather than the finesse of its strategy. Indeed, the marketing of the personal computer has been characterised by a series of bungles that has taken retailers to their knees. IBM's first personal computer, the Model 515, was a disaster. It was a bulky, expensive machine, and its price was too high for the market. IBM's second personal computer, the Model 516, was also a disaster. It was a bulky, expensive machine, and its price was too high for the market.

Similar misjudgments, prevalent in America where the launch of the company's PC Jr home computer turned in the words of BUSINESS WEEK magazine, "a well-publicised lack of features and an uncomfortable keyboard." The PC Jr has not been released in Europe.

IBM's latest micro offering, the PC model AT, had a better reception. Its specifications, promising (eventually) both multi-user and multi-tasking facilities, is impressive as the future of the company's successful XT model. A recurrence of chip procurement problems has duly ensured that the new AT is effectively unavailable, and likely to remain so for some time to come.

One way of ensuring adequate supplies of the microprocessors required would be for IBM to buy their manufacturer, Intel. This they would undoubtedly like to do, indeed, IBM already owns some 20 per cent of the chip fabricator. Whether or not the United States Government would permit a take-over is another matter.

To increase its market share in Britain, IBM is largely dependent on its dealer network. Three years ago, dealer sales constituted just one per cent of turnover; this year the company anticipates that they will contribute 10 per cent. In short, IBM cannot afford to upset its dealers. Yet upon some of the most audaciously aggressive account of product shortages and increasing competition from IBM's own direct sales force. The last month has seen a number of the largest dealers

taking on agencies for rival British systems, which they will sell alongside. If IBM does indeed proceed with a national multi-user and multi-tasking facilities, its dealer network would undergo a severe crisis of confidence.

Nor can the home-grown competition be lightly dismissed, particularly where it offers more powerful computers, more attractively designed, at around 25 per cent below Big Blue's pricing. IBM can be expected to fare well in the big corporate accounts, where it already enjoys a presence, and where the promised links between giant mainframe and modest microcomputer are of greatest appeal. But if the Government proceeds ahead with its determination to implement its public purchasing initiative, as it has indicated that it will, the public sector will find itself under increasing pressure to buy British.

IBM also faces a constraint on the growth of its personal computer sales that is probably unique: competition with itself. The company's XT and AT computers, to grow in sophistication, they will increasingly compete with the company's bigger systems. And as Prof. Martin Healey of Cardiff University's microprocessor studies department recently observed: "Even IBM is not going to replace a £30,000 box with one costing £5,000."

## SITUATIONS VACANT

Continued from Page 8, Col. 3

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## COURT AND SOCIAL

## Court Circular

BUCKINGHAM PALACE Dec. 9

The Duke of Edinburgh, President of the Federation of Equestrian International, left Lydd Airport this afternoon in an aircraft of the Queen's Flight for Switzerland, where his Royal Highness will attend the Equestrian Assembly and Bureau Meetings in Bern.

Mr Brian McGrath is in attendance.

Prince and Princess Michael of Kent

## Forthcoming Marriages

Mr C. T. G. Caroe, R.M., and Miss S. J. Slater

The engagement is announced between Lieut Christian Caroe, R.A., only son of Mr and Mrs C. T. G. Caroe, of Haslemere, Surrey, and Joanne, only daughter of Mr and Mrs S. J. Slater, of Haslemere, Surrey.

Mr D. S. Higgs and Miss J. J. Anthony

The engagement is announced between David Stanford, elder son of Air Commodore and Mrs D. S. Higgs, of Haslemere, Surrey, and Rachel Jane, only daughter of Mr and Mrs Graham Anthony, also of Cambridge.

Mr A. R. Campbell and Miss J. J. Campbell

The engagement is announced between Alexander (Sandy), son of Mr and Mrs Hugh Campbell, of Haslemere, Surrey, and Joanne, daughter of Colonel and Mrs Malcolm Campbell, of Buxted, Sussex.

Mr M. R. Yarrow and Miss J. J. Yarrow

The engagement is announced between Michael Yarrow, elder son of the late Mr Derek Yarrow and Mrs J. J. Yarrow, of Haslemere, Surrey, and Joanne, daughter of Mr and Mrs Malcolm Campbell, of Buxted, Sussex.

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## Ghost of Christmas past

By JO GRIMOND

IT IS now fashionable among intellectuals to despise Venice. She is neither exotic nor grand and prestigious. Look at Santa Maria della Salute times as big but in spite of its magnificence lacking the charisma, the ebullience of the Venetian church. The only huge object in Venice is the absurd campanile of St Mark's—hopelessly out of scale but nevertheless absorbed into the sea-grit, sun-lit, pigeon-ridden piazza.

St Mark's itself is a bawble. The church of Santa Maria del Miracoli is perfect and tiny. The Frari, which is the most numinous church in Venice, is a mere chapel compared to York Cathedral, or St Peter's in Rome. As for the palazzos, there are bigger and rather similar buildings, opposite the Treasury in Farnham Street, London.

You can walk across Venice in an hour taking time off to contemplate the cats, the canals apparently filled with engine oil and the occasional Tintoretto. Or you can spend an hour in the ground-floor room of the Scuola di St Giorgio, degli Scrovegni, looking at the dozen pictures or so by Carpaccio. They are the most enjoyable pictures in the world. They make you laugh and there are just the right number. The Scuola is wholly unpretentious and often shut. If it is open, look at the Doge's Palace. I defy anyone not to have their spirits lifted by it. It is a toy compared to the Louvre or Windsor Castle.

Venice has absorbed Russia and millions of tourists. It is now, as Dumas once said of London, "of towns a per se; the flower of cities all. Gemme of all joy, Jasper of Secun."

There has been backsliding of course. The television advertisements, if only someone would shoot those breathy introverters, are a disaster. But Venice has been severely declined in other adverts. Now we are faced by acres of singularly sad stuff aimed apparently at the dreary tribe

of executives and institution-minders. Where are the jingles and jolly characteristics of old?—Mr Younger with his beard, Mr Skegness with his boots, Mr Walker, the Fry boys? A modern Scrooge is bullying Robertson's pole-vault, Guinness has lost its Toucan and I have not seen lately that jaunty character who carried a beam.

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Christmas should include a Glasgow pantomime with Glasgow comedians, attended after a fatiguing Glasgow lunch. I hope it is still possible to find one. I hope too that at the interval the Glasgowers will be able to see the Glasgowers through the clamorous children carrying argosies of ice-cream.

Then on Dec. 23 another journey, by rail of course, though not extending the Christmas spirit as far as to forgive British Rail for ruining the personalities of the three Kings did not feel more triumphant. Christmas must be spent at someone's home, please, no cruise, no hotel, not even an hotel in Venice.

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## Obituary

## ETHEL MANNIN

By DAVID HOLLOWAY

ETHEL MANNIN, who

has died aged 84, produced 92 books—novels, short stories, travel books, political commentary and stories for children—during 44 years of authorship.

The books that brought her greatest popularity was her greatest autobiography, "Confessions and Impressions," written when she was only 25, and which was an early angry young person with a strong desire to shock.

Some of her 1920s novels, notably "Sounding Brass," based on her experiences in an advertising office, and "Green Willow," had vigour and a brash charm.

Later she was to become a victim of her own early success, particularly that of her autobiography, which tended to become slapdash. She seemed to feel any cause that she was interested in—pacifism and Left-wing politics, for instance—should be shared with what was in time to become a dwindling number of readers.

The last cause to engage her attention was the plight of the Palestinian refugees about which she wrote eagerly and sometimes movingly, but without a basis of solid research to make her arguments stand up.

Ethel Mannin was brought up in Clapham. When she left school she trained as a secretary, and after working for a time in a theatrical firm, she joined an advertising agency.

Soon after the publication of her first novel she was able to live by her pen and remained a professional writer all her life. She was first married when she was 20 to J. A. Perkins, whom she had a daughter, in 1938 she married the pacifist and New Statesman contributor Reginald Reynolds with whom she was active in anti-war activities in the 1940s. He died in 1958.

Dr Roy Davies, who has died aged 84, was a Conservative MP for Birmingham Perry Barr from 1964 to 1984. Educated at Birmingham and London universities, he worked in several hospitals before entering the Royal Navy in 1950.

In 1968 Dr Davies advocated that the National Health Service should be abolished and replaced by a system of private insurance schemes.

He was the director of the Medical Economic Research Institute from 1968 to 1972. In 1972 he was elected to the House of Commons as Conservative MP for Birmingham Perry Barr. He was a member of the House of Commons from 1972 to 1984.

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## RECORDS OF THE YEAR

PETER STADLEN: An emblem depicting Sir Michael Tippett's face replaces the Decca label on a box issued just in time for his 80th birthday early next month.

Of his four symphonies, thus united, Nos 2 and 4 were recorded for Decca by respectively Sir Colin Davis with the LSO and by Sir George Solti with the Chicago Symphony Orchestra which had commissioned the work. Nos 1 and 3 (the latter with Heather Harper) were originally recorded for Philips, again by the LSO and Davis.

Composed between 1945 and 1977, each of these works reflects a distinct phase in Tippett's creative life. But they all testify to an outstanding gift—so rare in our time—for continuing with the hallowed tradition of abstract musical argument (414 091-1, three discs, cassette-5).

And so to another English composer—Handel, born 300 years ago next February. I believe John Eliot Gardiner, the leading "Messiah" of our day (so hereby intended), given the articulate virtuosity of the Monteverdi Choir and the English Baroque Soloists, with fine contributions from Anthony Rolfe Johnson and Margaret Marshall and colleagues. Gardiner has converted me to the ideals of authentic numbers, instruments and indeed poetics: the message preserved without pomposity and the compact version is of a quality to explain the new-comer's amazing conquest of the market (Philips 6758 (7854) 107, three discs; CD 411 041-2).

The notion of the lieder-accompanied is confounded by the equal partnership of Alfred Brendel and Dietrich Fischer-Dieskau in a performance of Schubert's "Schwanengesang" that seems the greatest ever, certainly while you listen (Philips 6514 (7537) 385, CD 411 041-2). It is nonetheless fascinating to compare the "Doppelgänger" and the one Schubert recorded in 1952 with his once-renowned lieder-wife Therese Bernhardschneider. The venerable Schubert alone can be heard in a fine duo with the young Karl Ulrich and on his own in the Immortalist D 855 and in two of the posthumous Sonatas, sublimely so in the A-major one (EMI RLS 145 5608, three discs).

Mozart is helped to hold his own when the seeming simplicity of the four Sonatas for violin and piano, K 301-4, is subtly revealed to be deceptive by Itzhak Perlman and Daniel Barenboim. Their unobtrusive instrumental mastery is sheer bliss (DG 401 866-1, cassette-4, CD-2).

At the operatic end of the scale there is "La Prima Donna" by Mozart. It delights ranging from Baker and Caballe in Vitellia's "Non più di fiori" and Fiordiligi's "Per pietà" to te Kanawa and Jessye Norman in Elvira's "Mi tradì" and the Countess's "Dove sono." Sir Colin Davis conducts the Covent Garden and, respectively, BBC Symphony Orchestras (Philips 6257 7511 219).

ROBERT HENDERSON: It may not have been the year's most important record, but for pure pleasure I would put at the top of my list the three disc set of Rossini's "The Italian Girl in Algiers" (CBS MG 38948; T25043). Heading a curiously attractive cast are the Italian vocalists, including the superb, in his vocal personality, and there are equally

adroit performances by Francisco Araiza, Enzo Dara, Vladimir Kravtsov and Lella Gatti. If this were not all it is conducted by Gabriele Ferro with an entrancing fusion of elegance and zest, the rare use of period instruments in a Russian opera giving to the music a sunny freshness and captivating perspective.

Two other composers who must figure on any short list of the most memorable recordings of the year are Mozart and Mahler. I would be surprised if I ever hear a finer performance of the Mozart "Requiem" in its traditional form than that conducted by the tenor Peter Schreier with the Leipzig Radio Chorus, Dresden State Orchestra and an impeccable solo quartet that again includes Araiza, alongside the Schreier and Thea Goldschmidt. The recording is superb (DG 410 124-1; 410 124-2).

From three equally impressive recordings of Mahler's "Symphony No. 2" (DG 410 124-1; 410 124-2), I would choose the one by the Chicago Symphony Orchestra under Solti in Mahler's First (Decca 411 731-1, 2, 4, i.e. digital, compact, cassette) are of exceptional warmth and clarity. Solti's interpretation is grand and lyrical. Haink and the Concertgebouw of Amsterdam in No. 4 on Philips (412 119-1, 2, 4) are equally in tune with the composer and there is a delightful soprano soloist in Roberto Alexander in Chicago again with Claudio Abbado, for a magnificent Berlioz "Symphonie Fantastique" on DG 410 160-1, 2, 4).

Among operas, I relished most Britten's "Turn of the Screw" conducted by Sir Colin Davis, with Covent Garden instrumentalists, on Philips 410 124-1, 2, 4. The playing and recording score benefits from modern recording techniques, splendid though the 1955 Britten issue was. Helen Donath has done little better than her governess.

Like to both the nervous Shylock and the cunning Portia in "The Merchant of Venice" by the Czech Philharmonic performance under Sawalich, with the solo quartet headed by Gabriela Benackova (Supraphon 1112 3561/2 ZA).

Vocal music of an earlier age is brought to life with astounding vividness and immediacy by the Hilliard Ensemble on their two HMV Reflexe discs of Josquin motets and chansons (410 124-1, 2, 4). The playing and recording score benefits from modern recording techniques, splendid though the 1955 Britten issue was. Helen Donath has done little better than her governess.

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# BROCADE IS BREAKING OUT ALL OVER...



● ABOVE: Satin smoking jacket in burgundy by Sue Clowes £85, also in green, sizes 10 to 14; brocade waistcoat £18-95; matching long-length skirt £21-95; white shirt with padded shoulders £21, all by Savoir Faire; diamanté earrings and pin, floral tie £7-95, all from Way-In, Harrods, Knightsbridge, London SW1. Pictures by KENNETH MASON.

● RIGHT: chintz waistcoat with huge flower pattern £19-99 from Fenwick, of Bond Street, London W1 and Dentalls of Kingston, white cotton blouse with lace collar £14-95 from Fenwick, brocade trousers £21-99 in assorted patterns from all main branches of Miss Selfridge, all by Savoir Faire in sizes 10-14; heart earrings and matching bracelet by Link Up from Harvey Nichols, London, SW1.



● FAR RIGHT: long grey satin shirt with a flower print, also in green, one size only £16, by Simone Louise, pink tapestry waistcoat £55, one size only by Miss Uniq, yellow brocade jodhpurs £45, by Two Guys for Colombine-Instant White, all from Hyatt Hyper, Kensington High Street, London, W8. Jewellery from a selection by Link Up from Harvey Nichols.



BY ANN CHUBB

ORNAMENTATION is the name of the game when it comes to young, fun party clothes for Christmas. After seasons of austere black and grey outfits, the young are running riot with print, pattern and pretty colours which

they layer with something of an Oriental air. Brocade is the big new fabric story and the more it looks as though it has come straight off the back of a three-piece suite the better.

Lively new label Savoir Faire has a whole range of trousers in rose-sprigged brocade that are selling like wildfire to shops like Miss Selfridge and Fenwick.

And after such success with one furnishing fabric, it is now turning to another, using old-fashioned furnishing chintz with a huge flower pattern

for both waistcoats and ties. It is the evening version of the mannish look, but much softer and prettier. It is all a gift for the impoverished young set, maybe struggling to dress on a student's grant, for most of the ingredients for this look can be picked up

at jumble sales and in secondhand shops. So can the popular cover-up for this look: a man's dressing-gown or smoking jacket in a lush fabric like printed satin. Essential extras are some glitzy jewellery in glass or pearl or diamanté, or possibly a mix of all three.

## WORKING-OUT A WARDROBE FOR A COMFORTABLE LIFE



Picture by ANTHONY MARSHALL

THE chic-est girl at the aerobics/dance work-out class next spring will be the one wearing sports gear bearing the prestigious Missoni label.

That certain style and clever colour combinations could come only from original designers such as the Missonis, whose regular sweaters are works of art and sell for hundreds of pounds at Brown's and Harrods.

Instead, the firm's new sports range has a much more general appeal. It will be on sale at shops right around the country (the first time Missoni has been available outside London) and most prices are under £100.

These are the clothes designed primarily for the active life: tracksuits, T-shirts, shorts, even tenniswear, and for both men and women. Many, in fact, are unisex garments and will please those who like to wear Missoni right around the clock.

But for those of us who cannot normally afford the prices (and are not necessarily active types), these are the sort of clothes that one can enjoy wearing to relax in, either at home or on holiday.

The range is being manufactured by Malerba, one of Italy's oldest and best-known sock and tights manufacturers and an old friend of the Missoni family.

The quality of the cotton/acrylic knits is fabulous and they come very close in looks at times to that lovely stripe rayon that the Missoni's use for their summer tops.

The most expensive item in the range is not knitted at all, but a patchwork jacket in various, typically unusual colour combinations. Basically designed for men, it is a jacket that a couple might well buy to share.

Tai-Missoni, incidentally, was himself an Olympic runner and designed the tracksuits for the Italian Olympic team when it came to London in 1948, long before he became involved in knitwear. It was in London, after the Olympics, that he first met his wife Rosita and thus the famous knitwear partnership evolved.



## TOP BOSS IN CASHMERE

IT IS ironic enough that Maureen Black is the first female director in an area of the British textile industry which has been a favourite with women for decades—cashmere—and more so that her firm is one which has established its reputation largely with menswear, though she aims to change that fast.

Her softly-spoken approach belies a toughness and ambition that has taken her from a junior school-leaver's job in the traditional Scottish knitwear industry to spending half her year abroad as sales and marketing director of McGeorge, one of the best-known Scottish firms with stockists world-wide.

The firm is, like many of the other big Scottish knit names, including Pringle, Balmaine and Barrie, under the umbrella of the Dawson Group. They are all effectively in competition with each other and yet all have their own marketing areas and strategies, the differences between which Maureen knows better than most because she has worked her way round several.

"I was offered a job directly from school with Broom, regarded in the area as a very good start," she said. "Although women haven't really made it to the top positions, the firm was very progressive at lower levels and gave me a good training par-

ticularly on the technical side in the sampling department, and then promoted me quickly to being the merchandise manager's assistant."

She moved up to assist the advertising manager of Pringle, whose department later controlled advertising for the whole group, but found herself redundant in the mid-Seventies recession. With her usual determination she started doing freelance advertising but soon returned to the fold when Barrie—mainly involved in fine plain-knit lambswool and cashmere—asked her to join them, and over nine years she built up the foreign export side, finishing as sales manager and travelling worldwide.

When the McGeorge directorship fell vacant at the end of last year she applied, without much hope.

"Although the group thinks progressively, I didn't think they'd take action at such a high level but I was lucky," she said. With her women-wear background she came into a company where ladies' knits represented only 30 per cent. of production but she is aiming towards equal shares.

The cashmere market is increasing, in a worldwide re-appreciation of classic quality, but there are wide regional differences. "The British are still afraid of the price," said Maureen, "so sales here are mainly the traditional styles.

The Europeans are far more adventurous, the Americans love bright colours, and the Japanese are becoming important. I have to relay all these market trends to our designer so she can take account of them all."

New ideas are tried, such as a longer, slimmer cashmere skirt and hand-made "specials" that can retail at up to £1,400. Maureen's main aim at present is to get more high-fashion styles and shapes into the range. "The little cashmere cardigan is still a mainstay but there is much scope for younger ideas," she said.

Her influence is evident in the spring range for next year, with chunky ribs, cables and other textures, wide-cut shapes and clean colours to team predominantly with white for a fresh, sporty look. Likewise in cashmere, destined for success, is a wonderful, long-line, shawl-collared Dr. Higgins cardigan though it, like the traditional and beautiful jacquard cashmeres, will sell for around £200.

Maureen Black is pictured (by Michael Parrison) wearing one of the £200 jacquard cashmeres from McGeorge's spring '85 range. This is in cornflower blue, white and shell pink.

AVRIL GROOM

Where treasured Christmas gifts are beautifully wrapped.



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GUCCI

27 Old Bond Street, London W1, 01-629 2716.

SENSATIONAL

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FOR THE FINEST SWISS FABRICS

### FASHION NOTEBOOK

AS I never suffered from acne as a teenager, a sudden outbreak of angry little red spots down the centre of my face was somewhat alarming.

A beauty expert diagnosed acne roses, not the teenage sort at all but really a severe inflammation that often occurs with sensitive skin. She prescribed the use of soothing products of the sort that the French describe as "coupe rose," so I was especially interested to test Ultima II's new Advanced Formula range of skin products specially formulated for sensitive skin.

After just 24 hours of using

the products my skin really did feel soothed.

It is the first time that Revlon has launched a major skin care range in this country.

The range includes a cleansing scrub, cleansing lotion, balancing lotion, moisture lotion, and moisture cream. All are hypo-allergenic and completely fragrance free. It is also launching a mascara that should be especially welcomed by contact lens wearers. Flakproof, waterproof and free of all irritants such as mercurial preservatives, it can be easily removed with water. All these products will be available from early January.

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Could he possibly be right? Leaving aside the troublemakers among students, and leaving aside how the State should juggle the money between taxpayer, parent and the student himself, could it just be that we are putting too many young people into the universities? This is the question few have dared ask since ROBBINS. The Robbins report drew the obvious unfavourable comparisons between Britain and other countries in the scale of higher education. It was hard to dispute his logic, not least in regard to technological education. But the post-Robbins pattern does cause concern, quite apart from the problems caused by the FRANCES MORRELLS of the educational world. For instance, various professions which used to recruit largely from among school-leavers — law and accountancy are the best-known — have prided themselves on moving towards becoming all-graduate... Fine. But it could mean that what was intended as a liberalising educational reform led to a structure more, not less, rigid. The fuss over Sir KEITH JOSEPH'S proposals may make parents ask whether, and what kind of, a university education is useful. British society as a whole has similar questions to ask.

**O ANGL-IRISH** relations are back to normal. Mrs Thatcher (following, fully though, I have no doubt, coincidentally, the advice of this column) has explained to Dr Fitzgerald that the various lunatic proposals advanced by the New Ireland Forum are all equally unacceptable: Dr Fitzgerald has had the predictable tantrum and they have now kissed and made up.

His is all highly satisfactory. What is now needed is some moderately generous and imaginative gesture by the Ulster Unionists in the way of: extending a judicious hand of friendship to any constitutional nationalists who are willing to co-operate in running Ulster within the Union. So far, no such gesture has been forthcoming.

Pepps was appointed to the new post of Secretary to the Board of Admiralty in 1675, and held the job again in the 1680s. The equivalent today, the Deputy Under-Secretary of State for the Navy, now held by Pepp's 36th successor, is being abolished on Jan. 2 and the work of the financial and administrative staffs of the service will be redistributed among the existing deputy-secretaries. The equivalent posts in the Army and Air Force are also being abolished.

Pepp's presence will still be felt, however. A portrait of him, painted in 1687 when he was Secretary to the Admiralty for the second time, was unveiled this week and will stand in the new building.

### Tongue in cheek

LIST of Parliamentary expressions which have been allowed during debates in Commonwealth parliaments this year—and those which have been ruled out of order—shows that Tasmanian MPs have been given the best licence.

The Tasmanian Speaker apparently

R—in your leader (Nov. 30) you state that “there are public funds that certain workers can use” in order to obtain shoes for schoolchildren. We are in 1934, and there is no legislation that allows the use of public funds by social workers for such purpose.

**Going up in the world**  
AN ADVERTISEMENT for 150 engineers, placed by the GLC's engineering department in the latest issue of Executive Post claims that there are "Opportunities for women and men at all levels."

R—in your leader (Nov. 30) you state that “there are public funds that certain workers can use” in order to obtain shoes for schoolchildren. We are in 1934, and there is no legislation that allows the use of public funds by social workers for such purpose.

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# National Theatre 'being penalised for success'

By HARVEY LEE Arts Staff

THE NATIONAL Theatre revival of "Wild Honey" carried off three London theatre awards last night, only hours after the leak of a confidential report to Lord Gowrie, Arts Minister, in which Sir Peter Hall, its director says that the company risks a perilous decline because of an alarming cash crisis.

Forecasting a deficit this year of £200,000, the company has called for an extra £1,500,000—representing a 20 per cent. increase—in its Arts Council grant next year.

Without the money, the National says it will have to drop its plan to create five acting companies.

Copies of the report have gone to Sir William Rees-Mogg and Mr. Luke Birt, chairman and secretary-general of the Arts Council, and to members of the National Theatre Board. Sir Peter Hall said: "We want to make clear to the Minister that in us he has an investment, that yields great financial dividends—apart from social and artistic ones."

## Unique achievement

"Every year, the National Theatre returns to the Treasury £4 million in tax and VAT on tickets. It provides thousands of jobs and is a big dollar earner. From 1979 until 1985 we balanced our books, a unique achievement in the subsidised theatre."

"We believed that all these factors would appeal to a monetarist Government. It seems not. We are in fact being penalised for our success. Without extra money, a successful and profitable Government investment could become an appallingly wasteful one."

The report claims that the National has lost more than £4 million in grant increases against inflation since 1979.

Coupled with estimates that the South Bank auditoriums have only been on average three-quarters full this year, prophecies of doom threatened to eclipse the National's hat-trick last night in the Laurence Olivier Awards.

Ian McKellen, John Guter and Christopher Morahan, star, designer and director of "Wild Honey," each received personal awards at the ceremony organised by the Society of West End Theatre.

## Olivier III

Lord Olivier himself had influenza, and was not at the Theatre Royal, Drury Lane, to witness the SWET awards given for the first time in his name.

Vanessa Redgrave was named actress of the year in the revival of "The Aspern Papers" by Edward Petherbridge. "Strange Interlude" and "Marcia Warren" ("Stepping Out") were best supporting players, and Maureen Lipman gave the best comedy performance, in "See How They Run."

# BISHOP TUTU'S PRIZE DAY

By JULIAN ISHERWOOD in Oslo

BISHOP Desmond Tutu, the 53-year-old Anglican anti-apartheid activist, arrived in Oslo yesterday for today's presentation of his Nobel prize for peace and the \$180,000 that goes with it.

Bishop Tutu, who becomes the first black Bishop of Johannesburg next month, was met at Oslo airport on his arrival from London by members of the Nobel peace committee.

Last night he and Mrs Tutu attended a dinner in their honour hosted by the Nobel committee.

On his arrival in Oslo, the Bishop said: "The peace prize is to show that God is in charge here in this world and that justice, goodness, peace, love and compassion will prevail. That God cares, the world cares and we are winning."

## 'We have won'

"There is now hope. The white South Africans have lost. We have won. We are being nice to them by saying: 'Join the winning side, we will be nice to you: we do not want to drive you into the sea', he added."

The Bishop said South Africa was already in a state of civil war, but added that he would not take up arms and described himself as a "peace-lover but not a pacifist."

He said that according to Christian traditions the time could come when it would be justified to overthrow an unjust regime by armed struggle.

## LORD MAYOR PICKED

Mr Roger Bramble, chairman of a firm of Lloyds' brokers and a dog, sheep, beef and grain farmer, is to be the next Lord Mayor of Westminster. He is to take office next May.



Bishop Desmond Tutu from South Africa, winner of this year's Nobel Peace Prize, accompanied by the Archbishop of Canterbury, Dr Robert Runcie, when he arrived at Canterbury Cathedral yesterday to preach a sermon.

PICTURE: PAUL ARMIGER

# Stores packed for Sunday opening

SUNDAY Christmas shopping came to London's West End yesterday—and was voted a great success by the store managers defying the trading laws.

Shoppers turned out in their thousands to take advantage of the extra Christmas shopping day.

They were met by members of the shop workers union, U.S.D.A.W., who picketed Heals and Habitat stores in Tottenham Court Road, distributing leaflets opposing any relaxing of the Sunday ban.

Mr Geoff Davy, managing director of Heals, said he was "very surprised" that the London store was as packed as any pre-Christmas Saturday.

"It appears to be a successful experiment and it has been great to see such a high number of families shopping here," he said.

Mr Davy praised the pickets for their good-humoured demonstration and there was no trouble.

## Bomb hoax

The only blackspot was a bomb hoax which led to police evacuating the entire store.

Mr Chris Malcomson, manager of Habitat's Tottenham Court Road branch, said the Sunday opening—which will be repeated each Sunday this month at five Habitat stores around the country—has been "extremely successful."

"Shoppers are saying how much easier it is to come in on a Sunday, particularly for parking."

Terry Sullivan, U.S.D.A.W. national officer, said he was "shocked and dismayed" that major stores should consider breaking the law so openly.

A spokesman for Debenhams, who plan to open all their British stores on the two Sundays before Christmas, said the law was likely to be changed soon but the group would pay any fine.

Habitat is only opening five selected stores on Sundays before Christmas—King's Road and Tottenham Court Road in London, plus Canterbury, Walsingham and Taplow near Slough.

Most major chains are waiting until later this week before announcing their plans for Sunday opening.

## SUNDAY TRADING

In some editions on Saturday it was reported incorrectly that Debenhams, with 68 branches in England and Wales, would open its stores yesterday. The stores will be open next Sunday, and we apologise for the error.

## BABES IN THE WOOD PANTO FOR RADIO 3

Radio 3's first Christmas pantomime is the first radio production of a traditional players' theatre panto originally performed in London in 1850.

Babes In The Woods and The Good Little Fairy Birds goes out on Boxing Day with Dilks Lane, Jane Wenham and Julia Sutton as the three witches and a rich musical backing including works by Verdi and Rossini.

The main Christmas offering on Radio 3 is a 10-part feast of sacred music covering 700 years. Set in the great European cathedrals and palaces of their day, these Christmas masses were recorded mainly in London churches but include one in Rome's Sistine Chapel.

## SINGULARLY BUSY

One of Britain's oldest women, Miss Louie Hemington, was 107 yesterday at her nephew's home in Penny Gardens, Kirtlington, near Boston, Lincolnshire, where she has lived all her life. She says she has always been so busy that she had neither time nor opportunity to get married.

# MONKEY RESEARCH PROTEST

TWO Glasgow University professors involved in controversial American-based brain damage experiments on monkeys have become the targets of a campaign by an animal welfare group.

The Scottish Anti-Vivisection Society says it will stage demonstrations at the homes of Prof James Hume Adams and Prof David Graham if they do not withdraw from their involvement in the "sadistic" and "sickening" research work being carried out at the University of Pennsylvania.

The Glasgow-based society has already notified its West of Scotland members of the protest home addresses, urging them to write letters demanding that Glasgow University severs its links with the project.

They were also advised to be available for an "important demonstration" against vivisection to be held on Dec. 15 at an unspecified location.

## Injured monkeys

The society has been campaigning for over a year to end the Glasgow connection with the Pennsylvania experiments, which involve inflicting head injuries on monkeys in order to study the type of brain damage sustained in road accidents.

Although the two professors are not directly involved in the American laboratory work, the society claims that their contribution to the project is vital to its continuation.

Following the experiments at Pennsylvania University, the monkeys' brains are frozen and flown to Glasgow University's neurophysiology laboratory in the city's Southern General Hospital, where they are examined by Prof. Adams, the departmental head, and his colleagues. He has stated that the Glasgow facility is the only one in the world capable of carrying out this work.

## Struggling animals

Last month the society staged a medical screening for journalists in Glasgow of edited highlights from over 70 hours of video tape stolen from the Pennsylvania laboratories by the American Animal Liberation Front.

These showed apparently conscious animals struggling as the brain damage was inflicted, a dying baboon left unattended after being injured, researchers smoking while working at an operating table, and staff cracking jokes while playing with a brain-damaged monkey.

Following the screening, Prof. Adams said he could not defend some of the American researchers' behaviour and would only continue with the project if he received assurances that the code of conduct relating to the treatment and handling of the animals was adhered to.

Glasgow University's information officer says that the university had stopped accepting "samples" from the American laboratories until such time as assurances have been received that the code of practice is being followed.

# BOY'S DEATH WAS MURDER, SAY PARENTS

The parents of schoolboy Mark Billington yesterday appealed for help in unravelling the mystery of his death. An inquest jury at the weekend returned an open verdict after two days of hearing evidence.

Mark, 15, of Gilbertstone Avenue, Yardley, Birmingham, was found dead last month hanging from a tree six miles from his home. He had disappeared 10 weeks earlier after telling his family he was going for a bicycle ride.

His mother, Mrs Winifred Billington, said yesterday: "I still firmly believe he was murdered." She and her husband, Roy, asked for anyone with any information to contact them or the police.

# Moscow Embassy challenge for British architects

By NIGEL WADE in Moscow

BRITISH architects will face a challenge in designing a new British Embassy in Moscow if negotiations to move from the present one proceed as planned.

It is a challenge the Americans have failed to meet.

Their ugly, fortress-like Embassy in red brick now in the final stages of completion, fails to make any architectural statement about American ideals and principles.

Russians looking at the compound might have been enticed to say with admiration: "See, that's what they can do. Those Americans."

They see instead what a Russian architect could have designed for any Moscow ministry, had he the Americans' high-quality building materials.

In fact, a hotel newly built in Moscow for members of the Communist party Central Committee is a good deal more interesting to look at than the new American Embassy.

## Slow negotiations

British architects, when eventually called on as slow-moving negotiations progress, will have their opportunity to declare the West's free spirit in bricks and mortar.

Negotiations are likely to be slow and difficult, with the Foreign Office using as leverage the Russian's need for two big new Embassy enclaves in West London.

Sir Iain Sutherland, Ambassador in Moscow, is determined that Britain should not build for herself a walled citadel, cut off from the real life of Moscow. He strongly believes that this would be doing the Soviet authorities' work for them.

A new Embassy is likely to last about 100 years, the Ambassador reasons, and should not be built on the assumption that Soviet society will throughout that period remain as closed and defensive toward foreigners as it now is.

Sir Iain would want, for example, a British reading room and cultural display centre, even though in today's conditions Soviet guards outside would make it difficult for Russians simply to walk in.

Detailed negotiations over the new Embassy will be conducted by Sir Iain's predecessor in Moscow, Sir Curtis Keeble. The Embassy has been under construction since 1952 to quit the beautiful Soviet merchant's mansion it now occupies opposite the Kremlin.

# U.S. SHOWS GO ON CHINA TV

By HUGH DAVIES in Peking

PEKING television offered its usual pragmatic fare last night—a documentary on Daching oilfield followed by an item on stamp collecting and a lecture on how to preserve oranges.

There was also a Chinese-made film entitled "Misfortunes never come singly."

However, a change is in the air. China Central Television has begun screening 64 hours of American programmes produced by the Columbia Broadcasting System.

The first of the planned weekly hour-long spots drew a huge audience a few nights ago. It showed American ice skater skaters, and the 1985 world gymnastics competition. Others are scheduled to include a documentary on America's role in China during the Sino-Japanese war, science and sports programmes, and cartoons and films depicting the American way of life.

## Image advertising

CBS is giving the programmes free of charge on condition that five minutes of commercials are included in each hour-long segment. Corporations such as Boeing and IBM are expected to use the airtime for image advertising.

Meanwhile, the singer John Denver has visited Peking to organise a world-wide live satellite television broadcast.

He is liked by Chinese leaders. Teng Hsiao-Ping and Zhao Ziyang who saw him perform during their trips to America.

## GANG STEALS AMBULANCE

Joyriders stole a £20,000 ambulance while it answered an emergency call in Cotswold Way, High Wycombe, Buckinghamshire, early yesterday. The county's ambulance chief, Mr Colin Wilcox, said: "We could have lost a life because of this thoughtless action."

The ambulance was later found abandoned and undamaged three miles away in Swakeley Close, Loudwater.



Soon the lions of Singapore will have plenty to roar about. Starting January 16th 1985 Air Canada is flying to Bombay and Singapore. Flights leave London Heathrow at the civilised hour of 11.45. Every Wednesday, Friday and Saturday. The only direct morning flights.

Book 21 days in advance and an Apex return fare to Singapore costs just £604 with Air Canada. Not much to pay for the good old Canadian hospitality that makes flights so good you won't want to get off!



For full details of Air Canada's schedules and fares to Singapore, see your travel agent or ring Air Canada direct: 01-759 2636, 021-643 9807, 061-246 9111 and 041-352 1511.

**"WE WILL BE CARING FOR CHILDREN AT CHRISTMAS, IN 1985, AND BEYOND. THEY NEED YOUR HELP."**

"Just a glance at the pages of the National Children's Home survey 'Children Today' will tell you why thousands of children will be spending Christmas in our care."

**HOW MANY CHILDREN?**

Figures for England and Wales show that in 1982 there were 18,400 children "in care" because they had been neglected or ill-treated; just part of a staggering total of 93,200 children "in care" overall (sadly this figure includes 11,000 children under 5.) It's facts like these that mean NCH will be caring for damaged and deprived children, not just for Christmas, but well into the future.

**WHAT CAN WE DO?**

NCH gives these children a future. Some, we prepare for a return to their family home or to foster parents. The older ones, we prepare for life in the outside world, often without a job, but always with the friendship and support of NCH.

**WHAT CAN YOU DO?**

We ask for your support in giving young people the skilled care and guidance they need. There are three ways you can help. You can send a donation to further our work. Better still, you can covenant a regular donation. This means that provided you are a taxpayer NCH can reclaim from the Inland Revenue the tax you have already paid on your gift. At present, that would amount to an extra 43 pence for every pound you give—and it won't cost you a penny more! Finally you can send for a copy of "Children Today" just to see what's happening to young people of our children and young people.

Send the coupon back to me now, and you will be helping us care for thousands of children, not just at Christmas, but into the future. Thank you!

*Viscount Tony Pandy*  
Viscount Tony Pandy, Chairman.

Viscount Tony Pandy, Chairman, National Children's Home, 85 Highbury Park, London N5 1UD

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Year to 30th September

|                    | 1984   | 1983   |
|--------------------|--------|--------|
| Turnover           | £8.85m | £7.20m |
| Profit before tax  | £1.79m | £1.05m |
| Earnings per share | 11.0p  | 7.9p   |
| Dividend per share | 5.0p   | 3.5p   |

BRICK KEEPS BRITAIN BEAUTIFUL...

(with acknowledgement to the Brick Development Association)

... NOTTINGHAM BRICK DOES IT PARTICULARLY WELL

Factories at Nottingham, Maltby, Leicester

Patrick Minford argues that miners who remain on strike are effectively creating an environment which will eventually force other unions into accepting realistic wage deals to preserve job security.

## Prospects pivot on the labour outlook

THE prospects for the British economy are dependent on the outcome of the miners' strike.

The hope must now be that many miners will accept economic logic and go back to work, and that there will be no concessions on the principle that uneconomic pits must be closed as soon as possible within an orderly programme of transition.

Those miners who remain on strike, perhaps for now, will then be faced with the fact that the closure of the pits at which they work, so accelerating the closure programme and causing themselves greater transitional hardship than necessary.

If this happens, other unions will take note of the new environment. So far they have continued largely to act as if they had not experienced a sharp decline in membership (by more than 5 p.c. of the labour force in four years) and as if there had not been three Acts passed radically cutting back their immunities from the ordinary processes of the civil law.

They have continued to push up real wages and destroy jobs. But with the defeat of the miners, they would no longer be able to ignore the realities, or hope that they could be reversed by a "direct action" of the U.M.W. They would then be truly designed to ensure job security instead of job-destroying real wage increases; such agreements will also be in line with what union members appear (naturally enough) to be demanding.

Much is therefore at stake. The Government must win this strike and be seen very clearly to win, however long it takes. Yet in other ways progress has been disappointing. The absence of any Cabinet strategy for reducing public expenditure has been again highlighted in the autumn budget, which by spending ministers defending their corner.

One place has been that public spending (on construction or infrastructure) is good for employment. This is false, based on old Keynesian thinking which this Cabinet at least is supposed to have seen through.

The way to understand the problem of job-creation is to imagine first spending £100 million on construction and financing it (at a given PSBR) by raising "neutral" taxation (i.e. taxes with no effect on supply, which only reduce private spending). What then happens, once any short-run demand effects (probably negligible and

hard to estimate anyway) are out of the way, is that expenditure now has switched from its "average" composition to construction. If construction uses more labour per pound spent, employment will rise.

Another effect is on the balance of payments: more or fewer imports will be generated by the different import content of construction and in the medium term this will require some downward movement in the United Kingdom costs (as so wages) to generate more exports. This downward movement in wages will reduce international competitiveness and so reduce employment. (In the long run this effect is probably negligible). It so happens that because construction is more capital-intensive than the average, the net effect on jobs is negative.

Compare now spending money on tax cuts, the Chancellor's stated priority. The tax cuts have no effect on labour-intensiveness because they will be spent in much the same way as the "neutral" taxes would finance them. But they do have an effect on incentives to supply and demand labour. Rises in tax thresholds make it more worthwhile for unemployed people to take lower-paid jobs than before.

This is an improvement of the "unemployment trap," and a rise in labour supply at given wages. Cuts in firms' National Insurance contributions lower labour costs and so cause an increase in labour demand at given wages.

The result in either case is a rise in the supply of output the economy is capable of producing and the number of jobs it is capable of sustaining; the implication is that demand can rise to absorb the extra output. Problems and jobs at this level of demand are "real" (i.e. sustainable) jobs.

Against this some know-nothing politicians scoff that "incentives do not matter." But haven't we spent two decades of incentives in the form of tax cuts, which have done nothing to destroy the performance of the British economy, enough to give the lie to such complacency? The evidence is that these incentive effects are powerful. £100 million spent on raising tax thresholds creates 10,000 jobs (as against a net reduction in jobs if spent on capital-intensive infrastructure). That estimate is based on Liverpool research. But if you prefer London School of Economics research, the same money spent on cutting em-

ployers' National Insurance contributions also gives you a similar number of extra jobs.

Politicians must understand these not-very-complicated results (based on additions to supply) and stop quoting estimates of short-term job-creation (some from reputable bodies who should know better) based on Keynesian demand stimulus which no serious economist any longer regards as a source of sustainable jobs.

This brings us naturally to the Public Sector Borrowing Requirement and monetary policy. The Government has created confidence in its financial integrity; that is a considerable achievement, which underlies its success in bringing inflation down. That confidence must be strengthened: money supply growth must go on falling steadily.

The P.S.B.R. does not have to fall so fast, now that it is down to around 2 p.c. of G.D.P. If it is held at about £8 billion for the next three years, it will not endanger confidence or the monetary targets, but it will enable tax cuts to come faster and strengthen the supply side of the economy that much sooner.

The Chancellor's target of £12 billion in tax cuts over the next four years is achievable; and we have built it into this forecast.

There is reason to show confidence in the cause of the British economy. The international background is favourable. Interest rates have fallen in the United States and the world recovery looks set to continue, if at a steady and unspectacular pace: money is still tight all over the world (made more so by problem loans and banking failures); but world inflation has fallen and continues to do so as a result, so helping the recovery along. Domestically, monetary conditions are tighter than control spending is buoyant — both consumption and investment.

The U.K.'s prospects nevertheless remain pivoted on the labour outlook. On the basis that realism truly does return to the U.K. after its last decade and a half of head and dangerous power, we remain cautiously optimistic about a slow decline in unemployment. People must beware of extrapolating unpleasant situations or trends out of sheer impatience with the pace at which improvements can be shown themselves.

Patrick Minford is Professor of Applied Economics at the University of Liverpool.

### THE LIVERPOOL FORECAST

|  | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
|--|------|------|------|------|------|------|
| GDP Growth p.c. (expenditure estimate)           | 2.4  | 3.5  | 3.4  | 2.8  | 4.2  | 3.5  |
| Inflation p.c.                                   | 4.5  | 3.1  | 2.2  | 2.1  | 1.3  | 1.2  |
| Unemployment (millions excluding school leavers) | 3.1  | 3.1  | 3.0  | 2.8  | 2.6  | 2.2  |
| Exchange Rate (trade-weighted average)           | 77.6 | 77.4 | 77.7 | 78.7 | 79.0 | 79.0 |
| Treasury Bill Rate p.c.                          | 9.7  | 7.9  | 7.1  | 6.6  | 6.4  | 5.2  |
| Current Balance (£ billions)                     | -0.4 | 0.5  | 3.3  | 5.0  | 4.5  | 4.3  |

Details of the Liverpool Forecast are given in Quarterly Economic Bulletin, available on subscription from Liverpool Macroeconomic Research, P.O. Box 147, Liverpool L69 3BX.

### THIS WEEK'S DIVIDENDS

|   |  |   |
|---|--|---|
| <b>TODAY:</b> Final: Blyvooruitzicht Gold Mining, City Site Estates, Dobson, Parnell, Dublin, Durban Roadport, Deep, East Rand Proprietary Mines, Greenall Whitley, LPA Inds.   | <b>TUESDAY:</b> Final: Frederick Cooper, Dorfontein Consolidated, Driefontein Consolidated, Inn Leisure, Kloof Gold Mining, Lake & Ellis, Libanon Gold Mining, McCordquale, McLeod Russell, Plaxtons (GB), Smith & Nephew Assoc. Cos, Venterspost Gold Mining, London & Overseas, Marling Inds, Norcross, Norton Ops, Allied Preedy, Property Holdings & Inv. Trst, Sheraton Securities, Triplex, Whitecroft, Warehouse Grp. | <b>THURSDAY:</b> Final: A.E. A. Lee & Sons, Cornerstone, Carr's Milling Inds, Sidlaw Grp, Vaux Breweries.   |
| <b>Interims:</b> Baker Perkins, Nathan Brown Invests, Cohen 'A', Crown House, Hogg Robinson Grp, London & Overseas, Marling Inds, Norcross, Norton Ops, Allied Preedy, Property Holdings & Inv. Trst, Sheraton Securities.                        | <b>Interims:</b> Alphameric, Assoc. British Eng, Berkeley Grp, DBE Technology Grp, Deval Mining, Imperial Continental Gas Assoc, Meyer Intl, Parkfield Grp, Smith Whitehead, Wight Collins Rutherford Scot.  | <b>Interims:</b> Arlington Motor Hides British Steam Specialities Grp, British Building & Eng, Butterfield Harvey, Fuller Smith & Turner, Greene King & Sons, Greycoat City Offices, Haslemere Grp, Hold Ings, London Merchant Securities Mitchell Somers, A. Monk, RFD Grp, Smith Bros, Stoddard, Thorpe Grp, Unigate. |
| <b>WEDNESDAY:</b> Final: Associated Paper Inds, Baggeridge Brick, Charles Baynes, Burns Anderson, Disclix, NSS Newsagents, Stakis, Tate & Lyle, Interims: Anderson Strathclyde, Archimedes Invest Trst, Braithwaite & Co, H. P. Bulmer, Chartered | <b>Interims:</b> Associated Paper Inds, Baggeridge Brick, Charles Baynes, Burns Anderson, Disclix, NSS Newsagents, Stakis, Tate & Lyle, Interims: Anderson Strathclyde, Archimedes Invest Trst, Braithwaite & Co, H. P. Bulmer, Chartered  | <b>FRIDAY:</b> Final: Hardy's & Mansons, Utd Spring & Steel Grp, John Williams of Cardiff, Interim: John Bonif & Sons, Wm Cook & Sons, Duck Grp, Initial, Neco Invests, Phoenix Timber Grp, Tex Abrasives, Walsall (JW).  |

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### THIS WEEK IN CITY MARKETS

## Hopes of sweetener from Tate & Lyle

TATE & LYLE's Mr Cube symbol seems particularly apt at present. In the one hand he carries a sword, representing the revitalised and acquisition-minded strategy of the company, and in the other a shield to defend itself from the possible threat of a takeover bid.

The Tate & Lyle share price has, since its abortive £524 million October bid for Brooke Bond, been signalling some speculative activity.

Market rumours indicated an American bid, although Dalgely, the British food and agricultural group, has also been talked of as a likely suitor.

Apart from this, Tate itself has over the past few years been slimming down and reorganising its operations, culminating with the sale of its loss-making Zymaze activities in Canada last year. The Zymaze subsidiary was owned by Tate's

50.3 p.c. held major Canadian subsidiary Redpath Industries. The benefits of the Zymaze sale were in evidence only last week when Redpath lifted its full year pre-tax profits from £24.6 million (£15.4 million) to £38.9 million (£23.9 million) — a good augury for Tate & Lyle whose own preliminary results are due on Wednesday.

For the full year pre-tax profits are anticipated to be in the region of £65 million (£57.3 million) and as already fore-cast at the time of the Brooke Bond bid shareholders look set to receive a 12p (11.5p) final dividend for an 18.5p (16p) total.

Pilkington Brothers, Britain's leading glass maker, reports its interim results on Wednesday. The group staged a strong recovery in 1983-84, with pre-tax profits forgoing ahead from £49.9 million to £88.5 million.

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## N.V. GEMEENSCHAPPELIJK BEZIT VAN AANDELEN PHILIPS' GLOEILAMPENFABRIEKEN

(Philips' Lamps Holding)  
Eindhoven, The Netherlands

The Board of Governors of N.V. Gemeenschappelijk Bezit van Aandelen Philips' Gloeilampenfabrieken (Philips' Lamps Holding) has declared an interim dividend for the financial year 1984 amounting to Hfl. 0.60 per Ordinary Share of Hfl. 10 — nominal value.

The interim dividend will become payable on 3rd January 1985. Payment of the net amount of this dividend on UK — CF certificates will be made by the Company's paying agent, Hill Samuel & Co. Limited, 45 Beech Street, London, EC2P 2LX to the UK — CF depositaries in accordance with their positions in the books of CF — Amsterdam at the close of business on 7th December, 1984.

Holders of UK — CF certificates are reminded that such payment is subject to deduction of 25 per cent Netherlands Withholding Tax. This 25 per cent may, however, be reduced to 15 per cent when payment is made to residents of the United Kingdom or to residents of Australia, Austria, Belgium, Canada, Denmark, Finland, France, Western Germany, Ireland, Japan, Luxembourg, Netherlands Antilles, New Zealand, Norway, South Africa, Spain, Sweden and the United States of America, who deliver through the UK — CF depositary the appropriate Tax Affidavits to the company's agent Hill Samuel & Co. Limited. The Netherlands Withholding Tax may be reduced to 20 per cent when payment is made to residents of Indonesia who deliver the appropriate Tax Affidavit in the above-mentioned way.

Payment of the net dividend amount of dividend will be made by Hill Samuel & Co. Limited, in sterling at the rate of exchange ruling on 7th January, 1985, unless payment in guilders on an account with a bank in the Netherlands is requested no later than 18th December, 1984.

Eindhoven 10th December 1984  
The Board of Governors.

## PHILIPS

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange in connection with the Placing by Northcote & Co. of 1,000,000 Shares of U.S. one cent each at 55p per Share in Optometrics (U.S.A.), Ltd. ("the Company").

Application has been made for the grant of permission to deal on the United Securities Market of The Stock Exchange in the Shares of the Company. It is emphasised that no application has been made for these securities to be admitted to listing.

## OPTOMETRICS (U.S.A.), LTD.

(Incorporated with limited liability in the State of New York, U.S.A.)

| Share Capital                 | Issued or to be issued and fully paid |
|-------------------------------|---------------------------------------|
| Authorised \$ 120,000         | 100,000                               |
| In Shares of U.S. 1 cent each |                                       |

Shares have been offered to and are available through the Market. Full information regarding Optometrics (U.S.A.), Ltd. is contained in the Extra Statistical Services and in a Prospectus dated 7th December, 1984, copies of which may be obtained during normal business hours on any weekday (Saturdays and public holidays excepted) up to and including Monday 31st December, 1984 from:

Northcote & Co.,  
Ventures House,  
119 Finsbury Pavement,  
London EC2A 1JJ.

Cardale,  
Dauntsey House,  
Frederick's Place,  
Old Jewry,  
London EC2R 8HN.

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Property Board

THIS ADVERTISEMENT IS ISSUED IN COMPLIANCE WITH THE REQUIREMENTS OF THE COUNCIL OF THE STOCK EXCHANGE. IT DOES NOT CONSTITUTE AN INVITATION TO ANY PERSON TO SUBSCRIBE FOR OR TO PURCHASE ANY SHARES.



## CANDOVER INVESTMENTS plc

(Incorporated in England and Wales under the Companies Acts 1948 to 1976 — No. 1512178)

| Authorised | Issued and now being issued, fully paid |
|------------|---|
| £2,385,000 | £1,788,750                              |
|            | in Ordinary Shares of 25p each          |

Placing by  
Cazenove & Co.

of 1,788,750 Ordinary Shares of 25p each  
at 160p per share

Application has been made to the Council of The Stock Exchange for the whole of the share capital of Candover Investments plc, issued and to be issued, to be admitted to the Official List. Particulars relating to Candover Investments plc are available in the Extra Statistical Services and copies of particulars and of the Prospectus may be obtained during normal business hours on any weekday (Saturdays and bank holidays excepted) up to and including 27th December, 1984 from:

Cazenove & Co.  
12, Tokenhouse Yard, London, EC2.

مكتبة الامم

Copies of this document having attached thereto the documents specified herein, have been delivered to the Registrar of Companies for registration.

Application has been made to the Council of The Stock Exchange for all the shares of common stock of Process Systems, Inc., issued and to be issued, to be admitted to the Official List.

This document includes particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information with regard to Process Systems, Inc. The Directors of Process Systems, Inc., have taken all reasonable care to ensure that the facts stated herein are true and accurate in all material respects and that there are no other material facts the omission of which would make misleading any statement herein whether of fact or opinion. All the Directors of Process Systems, Inc. accept responsibility accordingly.



# Process Systems, Inc.

(Incorporated with limited liability under the laws of the State of Georgia, United States of America)

## OFFER FOR SALE by J. HENRY SCHRODER WAGG & CO. LIMITED of

16,000,000 shares of common stock of par value US\$0.025 each at 92p per share payable in full on application

The Application Lists for the shares now being offered for sale will open at 10 a.m. on Thursday, 13th December, 1984 and may be closed at any time thereafter. The procedure for application and the Application Form are set out at the end of this document. It is expected that dealings in the whole of the issued share capital of the Company will commence on 20th December, 1984.

### SUMMARY

The information below should be read in conjunction with the full text of this document, from which it is derived.

#### BUSINESS

The Company, a high technology company, based in Charlotte, North Carolina, US, designs software for microelectronic control and recording equipment, which it assembles and distributes to the US electricity supply industry.

For its major product, the solid state recorder, the Company has established itself as the market leader, accounting for an estimated 60 per cent. of units sold to US electrical utilities in the year to 30th June, 1984. In that year, the Company's second largest contributor to sales was its electronic totalliser; it had an estimated 90 per cent. share of this market. The Directors estimate that only some 8 per cent. of the potential market for solid state recorders has been satisfied to date. The Company is now poised to benefit significantly from a lengthy period of evaluation of its solid state recorders by a number of major US electrical utilities.

The Company has a substantial commitment to research and development, amounting to 11 per cent. of sales in the year to 30th June, 1984, to enhance existing products and to provide new products for the future. One such product, the ProData system, is expected to become the second largest contributor to sales in the current year. A time of use meter and a load management system are at advanced stages of development, with material sales of the time of use meter expected in the year to 30th June, 1985.

As shown below, the Company's sales have grown rapidly in the five years to 30th June, 1984. The Company has expanded to meet this demand and the number of employees now totals 89, as compared with 66 at 30th June, 1984 and 39 a year earlier. Furthermore, sales per employee increased from \$105,000 in the year to 30th June, 1983 to \$159,000 in the year to 30th June, 1984.

#### TRADING RECORD AND FORECAST

Net sales, net income after taxes and earnings per share of the Company for the five years ended 30th June, 1984 were as follows:

|                            | Year ended 30th June |        |        |        |        |
|----------------------------|----------------------|--------|--------|--------|--------|
|                            | 1980                 | 1981   | 1982   | 1983   | 1984   |
|                            | \$'000               | \$'000 | \$'000 | \$'000 | \$'000 |
| Net sales                  | 819                  | 1,577  | 2,362  | 3,718  | 8,349  |
| Net income after taxes     | 5                    | 152    | 379    | 802    | 1,303  |
| Earnings per share (cents) | 0.03                 | 0.57   | 1.27   | 1.85   | 3.81   |

The Directors forecast that net income after taxes for the year ending 30th June, 1985, will be not less than \$2.9 million, equivalent to 5.6 cents per share, on the basis of which they intend to pay a dividend of 0.25 cents per share.

#### OFFER FOR SALE STATISTICS

|  |                |
|--|----------------|
| Offer for Sale price per share                                   | 92 pence       |
| Market capitalisation at Offer for Sale price                    | \$49.4 million |
| Price-earnings ratio on forecast earnings per share (Note)       | 19.8 times     |
| Gross dividend yield based on forecast dividend per share (Note) | 0.2 per cent.  |

Note: An exchange rate of \$1.075:£1 has been used, being the rate ruling at the close of business on 5th December, 1984.

### GLOSSARY

|                  |   |
|------------------|---|
| Isolator         | Device to measure consumption of electricity.                                       |
| Isolator relay   | Device linked to a meter which allows multiple attachments of monitoring equipment. |
| Totalliser       | Device for combining the information from a number of separate meters.              |
| Recorder         | Device which records the information from a meter or a totalliser.                  |
| Load management  | A means by which the consumption of electricity can be controlled.                  |
| Microprocessor   | Micro based component capable of performing complex electronic functions.           |
| Microelectronics | Incorporating miniaturised electronic components.                                   |
| Solid state      | Electronics incorporating microprocessors.  |

### HISTORY AND DEVELOPMENT OF THE BUSINESS

The Company was incorporated on 1st July, 1969 by Lawson Hamilton and, from its inception, concentrated on the practical application of solid state electronic technology to process control and monitoring in basic industries. The early products were computer-controlled motor matching systems for the textile industry and process control equipment for the chemical industry. These products were technically successful but their equipment for the chemical industry and the business was not profitable. Consequently, servicing requirements proved onerous and the business was sold to Reliance Electric Company (now a division of Extron Corporation) in 1975.

The Company then introduced a line of electrical monitoring and energy management equipment using microelectronic technology. These products were marketed on a nation-wide basis to commerce and industry. The resulting business contacts with US electrical utilities identified a specific market for which the Company was to develop its current systems and products.

In 1978, the Company first introduced microelectronic products designed for direct application to the US electricity supply industry, from which it currently derives almost

all its sales revenues. After initially producing a time of day demand indicator, the Company developed a range of electronic devices comprising isolation relays, totallisers, solid state recorders and related products, which are marketed under the Sentry brand name. The success of these products is reflected in the Company's rate of growth over the last five years and has enabled it to consolidate its marketing and service base with the US electricity supply industry.

In June, 1984, 5.25 million shares were placed with selected UK institutions, raising \$3.6 million net of expenses for the Company. At that time the Directors stated their intention to seek a public market for the Company's shares. The decision to list the shares of the Company in London rather than in the US reflects the Directors' preference to avoid the significant time and expense associated with being a listed company in the US at this stage in the Company's development.

Of the 16 million shares now being offered for sale, \$6 million are being sold by existing US shareholders. None of the UK institutional shareholders is selling shares in the Offer for Sale. The Directors and the other vendors have stated that it is not their intention to sell any further shares for a period of 12 months.

### DIRECTORS, ADVISERS AND BANKERS

#### DIRECTORS

Lawson Early Hamilton, III  
Chairman, President and Chief Executive Officer

Frank Hiram Hoff  
Vice President — Sales

William Michael Turner  
Vice President — Finance and Operations and Treasurer

Michael David Alembik  
Ernest Reed Gaskin

Luther Hartwell Hodges, Jr.  
Walter Orr Nisbet, III

Earl Norfleet Phillips, Jr.  
all of 8334 Arrowridge Boulevard, Charlotte, North Carolina, 28210, and all being citizens of the US.

Company Secretary and Principal Office  
William Michael Turner

8334 Arrowridge Boulevard, Charlotte,  
North Carolina, 28210.

Issuing House  
J. Henry Schroder Waggs & Co. Limited,  
120 Cheapside,  
London EC2V 6DS.

Auditors and Joint Reporting Accountants  
Price Waterhouse,  
Certified Public Accountants,  
One NCNB Plaza, Suite 3200,  
Charlotte, North Carolina, 28280.

Joint Reporting Accountants  
Price Waterhouse,  
Chartered Accountants,  
Southwark Towers, 32 London Bridge Street,  
London SE1 9ST.

Solicitors to the Company  
Stephenson Harwood,  
Saddlers' Hall, Gutter Lane, Cheapside,  
London EC2V 6BS.

United States Counsel to the Company  
Alembik, Fine & Caliner, P.A.  
300 Peachtree Centre, South Tower,  
225 Peachtree Street, N.E.,  
Atlanta, Georgia, 30303.

Solicitors to the Offer for Sale  
Linklaters & Paines,  
Barrington House, 59-67 Gresham Street,  
London EC2V 7JA.

United States Counsel to the Offer for Sale  
Shearman & Sterling,  
St Helen's, 1 Undershaft,  
London EC3A 8HX.

Stockbrokers  
de Zoete & Bevan,  
25 Finsbury Circus,  
London EC2M 7EE.

Bankers  
First Union National Bank,  
First Union Plaza,  
Charlotte, North Carolina, 28288.

UK Registrar  
National Westminster Bank PLC,  
Registrar's Department, P.O. Box 62,  
37 Broad Street,  
Bristol BS9 9TNH.

Receiving Bankers  
National Westminster Bank PLC,  
New Issues Department,  
P.O. Box 79, 2 Princes Street,  
London EC2P 2BD.

### SHARE CAPITAL

| Authorised  | Issued and outstanding and to be issued fully paid            |
|-------------|---|
| 100,000,000 | Shares of common stock of par value US\$0.025 each 53,734,000 |

In addition, the Company has outstanding Stock Options which, if exercised in full, would require the issue of a further 4,400,000 shares.

The shares which are now being offered for sale will rank in full for all dividends and other distributions hereafter declared, made or paid on the issued shares.

### INDEBTEDNESS

At the close of business on 23rd November, 1984 the Company had outstanding secured indebtedness in the amount of \$5 million and a guarantee in connection therewith in respect of an Industrial Revenue Bond issued in connection with the purchase and development of new premises at Charlotte, North Carolina.

Save as aforesaid, the Company did not have any loan capital (including term loans) outstanding, or created but unissued, or any other borrowings or indebtedness in the nature of borrowings, including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, mortgages, charges, hire purchase commitments, guarantees or other material contingent liabilities.

### DEFINITIONS

The following definitions apply throughout this document unless the context requires otherwise:—

"the Company"  
Process Systems, Inc.

"shares"  
The shares of common stock of par value US\$0.025 of the Company whether issued and outstanding, in treasury or authorized but unissued.

"the Offer for Sale".  
The offer for sale by J. Henry Schroder Wagg & Co. Limited of 16,000,000 shares described in this document

"new shares"  
The 5,500,000 shares being issued by the Company and the 940,000 shares being sold by the Company from treasury which, in each case, are included in those now being offered for sale.

"vendors"  
Existing shareholders (other than the Company) who are selling shares which are included in those now being offered for sale.

"vendor shares"  
The 9,400,000 shares now being sold by the vendors and which are included in those now being offered for sale.

"Stock Options"  
Options to subscribe for shares.

"UK" and "US"  
United Kingdom of Great Britain and Northern Ireland and United States of America, respectively.

"US", "dominant" and "foreign"  
US and other countries.

This document does not constitute an offer or solicitation to anyone in any jurisdiction outside the UK in which such offer or solicitation is not authorised or to any person to whom it is unlawful to make such offer or solicitation. The shares now being offered for sale have not been registered under the Securities Act of 1933, as amended, of the US. Accordingly, such shares may not be offered, sold, renounced or transferred directly or indirectly in the US, its territories and possessions, or Canada (collectively "North America") or to or for the benefit of any person who is a national or resident thereof, the estate of any such person, or any corporation or other entity created or organised in or under the laws of the US, its territories and possessions, or Canada or any political subdivision thereof (collectively "North American Persons") or to any person purchasing such shares for reseller, resale, renunciation or transfer in North America or to or for the benefit of any North American Person as part of the distribution of such shares. No holder of such shares may, under any circumstances, as principal or agent, offer, sell, renounce or transfer such shares in North America or to or for the benefit of any North American Person at any time on or before 30th June, 1985. In order to give effect to these restrictions, every applicant for such shares and every other person applying for registration in respect of such shares on or before 30th June, 1985 will be required to make a declaration in the form referred to in paragraph 9 of Appendix III, and the certificates representing such shares will bear a legend referring to such restrictions.

Existing UK shareholders of the Company are being offered preferential application rights under the Offer for Sale for up to 1,800,000 shares. Details of these rights are set out in Procedure for application.

### INDUSTRY BACKGROUND

The US electricity supply industry comprises over 200 listed utility companies, 100 federal government-owned projects, 1,700 municipal systems and 900 rural co-operatives. The 150 major listed utility companies account for some 88 per cent. of the electricity sold in the US, and the Company has sold its products to the majority of them.

Under the Public Utility Regulatory Policies Act of 1978 of the US, State Public Service Commissions, which are established to regulate rates in the electricity supply industry, are required to consider and adopt, if appropriate, time of use rates (requiring appropriate metering equipment), seasonal rates and load management techniques for utilities under their respective jurisdictions. Applications from utilities to increase their charges must be supported by survey data covering the consumption pattern of electricity by samples of users. In recent years survey requirements have become significantly more detailed and there has been a demand for more reliable information. Similarly, with the increasing cost of electricity, industrial customers, who generally account for a major proportion of utilities' sales, have also sought more accurate data on consumption, partly to verify billing and partly to monitor their use of electricity.

# Process Systems, Inc.

continued

In the past, utilities have used magnetic tape recorders to provide data both for survey purposes and for billing. This medium for recording data has, however, proved cumbersome and in many cases unreliable. Malfunctions in magnetic tape recorders have proved to be relatively frequent and it is often the case that up to 30 days' data may be lost, causing serious gaps in surveys and possible loss of income. Accordingly, utilities have begun to purchase solid state devices, such as those produced by the Company, to replace magnetic tape recorders. These products are more reliable, enable the collection of more detailed data and offer the ability to recover the data remotely via the telephone line.

Utilities avoid, wherever possible, building new generating capacity, due in part to the cost being a substantial multiple of that of existing plant and due also to the strength of the US environmental lobby. Consumption of electricity is subject to peaks and troughs throughout the day and utilities, therefore, take measures to reduce electricity consumption in periods of peak demand, particularly where this is close to maximum capacity. This can be done in two ways:—

- time of use pricing, which relates the cost of electricity to the time of day at which it is used; and
- load management programmes, whereby the customer permits the utility, for a lower basic price of electricity, to turn off the supply to some appliances. In residential applications this would be restricted to identified, non-essential, appliances.

The Company's research and development programme is primarily directed towards new products designed to provide the means for limiting electricity consumption at times of peak demand, using each of these two methods.

The US electricity supply industry is a cautious one, in which malfunctions have serious public consequences. Utilities' purchasing strategy is therefore strongly averse to risk-taking. Initially, utilities purchase relatively small numbers of units of a new product for evaluation. After satisfactory testing of these evaluation quantities, utilities accept the product and generally place orders for significantly larger quantities. This process of evaluation and acceptance of new products, even from established suppliers of other accepted products, can, depending on the product, take up to two years. Once a supplier, such as the Company, has had its products accepted, it stands at a significant competitive advantage to other potential suppliers.

## BUSINESS OF THE COMPANY

The contributions of the three existing product ranges to the net sales of the Company for the five years ended 30th June, 1984 were as follows:—

|                              | 1980<br>\$'000 | 1981<br>\$'000 | Year ended 30th June,<br>1982<br>\$'000 | 1983<br>\$'000 | 1984<br>\$'000 |
|------------------------------|----------------|----------------|---|----------------|----------------|
| Solid state recorder systems | —              | 128            | 188                                     | 1,778          | 5,844          |
| Electronic totalisers        | 288            | 894            | 1,762                                   | 1,666          | 2,076          |
| Isolation relays             | 48             | 107            | 184                                     | 180            | 257            |
| Other income (Note)          | 485            | 236            | 228                                     | 94             | 160            |
|                              | 811            | 1,377          | 2,362                                   | 3,718          | 8,339          |

Note: Other income includes interest income, lease revenue on equipment owned by the Company, service revenues and spare parts for the previous generation of products.

Sales of solid state recorder systems have grown from \$0.2 million to \$5.8 million over the three years to 30th June, 1984, and are expected to continue to grow substantially during the current year. The market for totalisers and isolation relays is regarded as mature and sales are expected to remain at similar levels to those of the past three years. A new product, the ProData system, is currently being introduced and evaluation quantities of this system have been sold. The evaluation period for this product is only some 2-4 months and it is expected that it will be the second largest contributor to sales in the year to 30th June, 1985.

### Solid state recorder system

The solid state recorder system enables utilities to collect and store data relating to quantity and time of use of electricity consumption by individual customer, which can then be used for both survey information and billing. The system comprises a central station located at the utility which is linked to recorders at selected customers' premises. The recorders are sophisticated electronic data-collection units which contain software and circuitry enabling them to store the information generated by conventional electro-mechanical meters. Data can be retrieved from the recorder either by calling it up remotely via the telephone line from the central station, or by direct access using a hand-held reader. There are three recorders in the product range, incorporating variations of memory size and physical configuration. The sales prices of solid state recorders range from approximately \$700 to \$2,200 each.

Hand-held readers are sophisticated microcomputers which are used to collect the data stored in recorders that are not directly linked by telephone to the central station. They can store data from a number of different recorders and can, in addition, be used to make changes to the programming of the recorders *in situ*. Data collected in this way can subsequently be transferred to the central station either directly or by telephone. The sales prices of the hand-held readers range from approximately \$5,400 to \$6,400 each.

The Company develops the software and manufactures the hardware for the recorders but purchases the other hardware components of the system, into which it loads its own software. The Company believes that its policy of designing the software for, and assembling, the whole system enables it to exercise extensive control over product quality and performance. This quality control is critical to its success.

### Electronic totalisers

Totalisers combine data from a number of meters. The data can then either be read directly from the totaliser or be transferred to recording equipment. Typically, a totaliser is used where there is a number of meters and summary information for billing is required.

As replacements for electro-mechanical totalisers, the Company's electronic totalisers are both more reliable and more sophisticated. The Company's basic electronic totalisers are priced at between \$390 and \$500, contain no software and can only transfer data to recorders. The advanced models are priced at between \$1,550 and \$4,500, incorporate software which can identify demand peaks and the times when they occur and can calculate certain components of power supplied to industrial customers. There is a range of five advanced totalisers with varying levels of capacity and of on-site data display.

### Isolation relays

Isolation relays allow the attachment of additional survey equipment to a meter, to enable duplicate readings to be taken by the customer, without disturbing the integrity of the data transmitted from the meter to the utility. Isolation relays are priced at between \$80 and \$170 each.

In addition to the products described above, the Company has recently introduced the ProData system. This has been designed to enable utilities to undertake surveys of the amount of energy consumed by certain individual domestic appliances such as water heaters, swimming pool pumps and air-conditioning units. Rate schedules can then be developed to discourage the use of such appliances at times of peak demand.

The system is comprised of transponders, which are inserted between the plug of the appliance and the wall-socket, and a receiver, usually located within a solid state (or magnetic tape) recorder. The transponder transmits, through the internal electrical wiring, a signal indicating consumption by that appliance. Each receiver can monitor signals transmitted by three separate transponders. The ProData system will provide utilities with more detailed information than has previously been available. It is economical to install and represents a significant technical advance by the Company. Each ProData system, consisting of three transponders and one receiver, is priced at approximately \$2,400.

## MARKETING AND CUSTOMERS

The Directors estimate that only some 8 per cent. of the potential market for solid state recorders in the US has been satisfied to date. The Company has established itself as a market leader, accounting for an estimated 80 per cent. of the solid state recorders and an estimated 90 per cent. of the electronic totalisers sold to US electrical utilities in the year ended 30th June, 1984.

The Company employs 8 sales staff in Charlotte, reporting to the Vice President-Sales, co-ordinating with 23 independent sales agencies throughout the US which, between them, employ over 100 sales representatives acting for the Company. The agencies normally represent a number of suppliers of equipment to utilities and are chosen, often in consultation with local utilities, for their expertise and knowledge of the utilities' requirements. Sales representatives are responsible for maintaining close relationships with utilities and for developing product specifications and providing local after-sales support and training.

The Company has sold its products to the majority of the listed US electrical utilities. There is also a market for the Company's current products among the federal government-owned projects and the municipal utilities. Bonneville Power Administration is already a major customer of the Company and the Company's solid state recorder system has been approved by a number of municipal utilities. The principal customers of the Company by sales during the past three financial years are shown in the following table:—

|   | 1982<br>\$'000 | %     | Year ended 30th June,<br>1983<br>\$'000 | %     | 1984<br>\$'000 | %     |
|---|----------------|-------|---|-------|----------------|-------|
| Consolidated Edison Company of New York, Inc. | 1,265          | 83.6  | 1,226                                   | 33.0  | 2,147          | 25.6  |
| Southern California Edison Company            | —              | —     | 105                                     | 2.8   | 1,234          | 15.5  |
| Bonneville Power Administration               | —              | —     | 572                                     | 15.3  | 71             | 0.9   |
| Edison Power Company                          | 111            | 4.7   | 742                                     | 20.0  | 743            | 9.0   |
| Florida Power and Light Company               | —              | —     | 294                                     | 8.0   | 561            | 6.8   |
| Alabama Power Company                         | 38             | 1.6   | 214                                     | 5.8   | 435            | 5.2   |
| San Francisco Public Utility Company          | —              | —     | —                                       | —     | 317            | 3.9   |
| Piedmont Electric Company                     | —              | —     | —                                       | —     | 125            | 1.5   |
| Georgia Power Company                         | —              | —     | 55                                      | 1.5   | 191            | 2.3   |
| Florida Power Corporation                     | —              | —     | —                                       | —     | 182            | 2.2   |
| South Carolina Electric and Gas Company       | 152            | 6.7   | 151                                     | 4.1   | 147            | 1.8   |
| Nagasaki Electric Power Corporation           | 618            | 28.1  | 832                                     | 22.0  | 1,065          | 12.9  |
| Other (Note)                                  | 175            | 7.4   | 84                                      | 2.3   | 160            | 1.9   |
|   | 2,362          | 100.0 | 3,718                                   | 100.0 | 8,339          | 100.0 |

Note: Other customers in the year to 30th June, 1984 totalled 187, none of which accounted individually for sales of more than \$100,000.

The Company has received certification for its solid state recorder system from the Consumer and Corporate Affairs Commission in Canada and has applied for approval from the Canadian Department of Communications and from the Canadian Standards Association. These are necessary prerequisites for any significant distribution of solid state recorders within Canada. In expectation of final approvals, the Company is making efforts to market the solid state recorder system in Canada. It has already received an order from British Columbia Hydro and Power Authority and is also in discussion with other Canadian utilities. The Company is further seeking the necessary approvals to permit sales of totalisers and isolation relays in Canada.

## COMPETITION

The Company's principal competitors in the solid state recorder market are Robinson Corporation, E.I.L. Instruments, Inc. and, to a lesser extent, General Electric Company, Westinghouse Electric Corporation and Sangamo Weston, Inc. The Company has achieved a dominant market position because of the technical superiority of its products, its competitive pricing and its commitment to after-sales support. Utilities, however, prefer dual sourcing for their supplies and, on occasion, have requested other suppliers to produce a competing product. In most cases these have not reached the standards and specifications laid down by the utilities and the Company has, therefore, consolidated its position as market leader. In addition, the lengthy procedure for acceptance of new products represents a barrier to entry of the market by manufacturers of new products and provides manufacturers of accepted products with a significant advantage in securing further orders.

The Company has built up a reputation for service and after-sales support which it believes to be unrivalled in its sector of the US electricity supply industry and to be a key element in the utilities' choice of supplier. The Company's sales staff and representatives, regularly visit major customers to ensure their products already sold are performing satisfactorily and to discuss further requirements.

The Directors consider that the Company's position is best safeguarded through the superior performance and reliability of its products, rather than by patents which tend, in the electronics industry, to be easily circumvented. The Company, therefore, does not rely on patents to any significant extent.

The Company recognises that, while its existing products have captured a substantial market share, they have not to date attracted significant competition from the major corporations supplying the US electricity supply industry. However, the Company's new products are likely to compete with products of larger companies such as General Electric Company and Westinghouse Electric Corporation. Nevertheless, the Directors believe that the Company has proved its capability to be innovative, technically sound and, as a smaller company, to respond quickly to the demands of the market.

## MANUFACTURING AND SUPPLIERS

The majority of the Company's sales are of its own manufactured products. The manufacturing process involves the assembly of printed circuits from purchased components and the construction of the finished product from the completed circuits. The Company has 36 employees directly involved in this process.

The engineering department has designed the software for all the Company's existing products and the electronic circuitry for its principal products. The Company designs and prepares detailed drawings and instructions for the assembly of certain solid state components, printed circuit boards and metal fabrications by outside contractors. In most cases, the materials for the Company's products are available from several sources.

The Company ensures that production is coordinated with the receipt of orders. As an order is processed through a utility for final approval, a programme for meeting that order is agreed between the purchasing department, the manufacturing supervisors and the sales staff. During manufacture, products are subjected to regular quality control inspections and tests. Once assembled, finished goods are checked in an environmental chamber, where they are tested for resistance to the extremes of temperature between which they may be expected to operate. The Company has ordered, for installation later this month, additional equipment for this chamber, in order to handle increased volume.

## RESEARCH AND DEVELOPMENT

The Directors consider that substantial expenditure on research and development is essential for the Company to maintain a strong competitive position and to continue its growth. Expenditure on research and development amounted to \$0.92 million in the year ended 30th June, 1984, representing 11 per cent. of sales. In the current year, such expenditure is budgeted to be \$1.19 million, an increase of 29 per cent. As compared with the previous year, this will represent a smaller percentage of sales, although it is expected to grow to around the percentage attained in prior years once the new facility at Charlotte referred to below has been brought into use. All expenditure on research and development is written off in the year in which it is incurred.

The engineering department comprises 32 employees who are responsible for research and development of both existing and new products, including the time of use meter and load management system described further below. The Company and its sales representatives are closely involved in discussion with customers to agree modifications needed to match precisely their requirements. Enhancements to existing products involve both minor changes to provide compatibility with software from other suppliers and development to incorporate additional features.

### Time of use meter

This product, which is at an advanced stage of development, will extend the information displayed to include the customer's use of electricity during pre-set periods throughout the day. In addition, the meter will be able to store data and will have the novel capability of being read and programmed by utilities over a telephone line. Currently, the most advanced time of use meters on the US market are manufactured by General Electric Company. The Company's time of use meter is designed to compete with these and will offer increased capabilities, including the telephone link to the utility's central station. It is expected that sales of evaluation quantities of the Company's time of use meter will be made during the current year and that material sales will be achieved in the year ending 30th June, 1985.

The potential market for time of use meters is very large, considerably larger than that for the Company's existing products. The Company's time of use meter will be compatible with its central stations and hand-held readers. Its marketing strategy will, initially, involve seeking to capitalise on its established customer base to achieve a significant share of this market.

### Load management system

A load management system enables utilities to conserve energy. This is achieved by disconnecting certain non-essential appliances such as water heaters and air-conditioning systems to reduce consumption of electricity by domestic customers at times of peak demand. A signal is sent to the receiver located at the customer's premises which disconnects the supply of electricity to the selected appliances. The disconnection is made for repeated short periods of time in a manner designed to minimise inconvenience.

Various load management systems have been developed in the US using radio, telephone or power line links. The use of a radio signal has proved unreliable and the use of telephone requires the utility to install dedicated telephone lines at its own expense. The Company has concentrated on designing a load management system using the power line which is already in the utilities' control. Existing systems using the power line are expensive due to the high cost of communications equipment. They have proved to be unsuitable for underground wiring and are susceptible to electrical interference. The Company has developed a new technique for communicating over the power line and, on the basis of early tests, the Directors believe that the Company's load management system offers significant advantages over other systems.

Field trials for the load management system are scheduled for this month, somewhat later than planned, partly due to there being a surplus of generating capacity, reducing in the short term the attractiveness of the product to utilities and partly due to a concentration by the Company on the ProData system and time of use meter, since these products are likely to generate sales sooner than the load management system. Since the period of evaluation is expected to be lengthy, no significant sales are expected before the year ending 30th June, 1987.

## PREMISES AND NET TANGIBLE ASSETS

The Company's principal place of business is in Charlotte, North Carolina, where it has 30,000 square feet of leased premises. Additionally, it has a research and development facility in leased premises in Chapel Hill, North Carolina, comprising 1,735 square feet.

In August, 1984 the Company purchased a new site in Charlotte on which it has commenced construction of a building of 92,000 square feet to house the activities carried out in its present Charlotte premises. The additional space in the new facility will provide scope for expansion for the foreseeable future. The cost of the land, building and equipment will total some \$4.5 million in the current year. In addition, \$3-4 million is expected to be spent in the two subsequent years on further equipment for more automated assembly, for software development and for testing. Furthermore, the Directors have decided to purchase land and to build a research and development facility of 20,000 square feet in Research Triangle Park, North Carolina, to replace the existing facility in Chapel Hill. The Company has an option over a suitable plot.

The net tangible assets of the Company at 30th June, 1984, adjusted for the net proceeds to the Company of the new shares, are \$13.1 million, equivalent to 24.4 cents per share.

## DIRECTORS, MANAGEMENT AND EMPLOYEES

**Executive Directors**  
Lawson E. Hamilton, III, 45, is Chairman, President and Chief Executive Officer. He obtained a B.Sc. degree in engineering physics from the University of Alabama. Prior to founding the Company in 1969 he was Director of Operations Research for El Paso Natural Gas Company and subsequently a systems engineer with IBM.

Frank H. Hoff, 52, is Vice President - Sales and obtained a B.Sc. degree in electrical engineering from the University of Missouri. He has been associated with the Company in various areas of sales since 1976, prior to which he was a Vice President of Teledyne Brown Engineering, a division of Teledyne Industries Inc. He was elected to the Board in September, 1984.

Wm. Michael Turner, 37, is Vice President - Finance and Operations, Treasurer and Secretary. After obtaining a B.Sc. degree in accounting and a doctorate in law from the University of North Carolina, he served as an accountant for an electronics firm. He was an associate in a law firm prior to joining the Company full-time in 1978. He was elected to the Board in February, 1980.

### Non-executive Directors

Michael D. Alembik, 48, is a principal of Alembik, Fine & Callner, P.A. He joined the Board in 1969.

E. Reed Gaskin, 59, is a practising ophthalmologist and is a Director of various other corporations, including Chairman of the Board of Applied Electronics, Inc. He joined the Board in 1969.

Luther H. Hodges, Jr., 48, serves as Chairman and Chief Executive Officer of The National Bank of Washington. He has served in several capacities in both the private and public sectors, including those of Deputy Secretary of the US Department of Commerce and Chairman of North Carolina National Bank. He joined the Board in 1969.

W. Olin Nisbet, III, 44, is a Director of several corporations and is a partner in Sterling Capital Management Company. He was formerly Managing Director of Interstate Securities Corporation and joined the Board in 1978.

Earl N. Phillips, Jr., 43, is the founder and President of First Factors Corporation and joined the Board in 1980.

### Other senior management

William C. Beverly, Jr., 43, is Product Manager and is responsible for the development of the time of use meter. He obtained a B.Sc. degree in electrical engineering and an M.B.A., both from the University of South Carolina. He joined the Company in 1979.

Darrel P. Glankler, 42, is Manager of Engineering and has overall responsibility for research and development. He obtained a B.Sc. degree in civil engineering from the Georgia Institute of Technology and an M.B.A. from Tulane University. He joined the Company in 1969, transferred to Reliance Electric Company in 1975 and re-joined the Company earlier this year.

Frederick F. Hering, III, 51, is Manufacturing Manager. He obtained a B.Sc. degree in mechanical engineering from Worcester Polytechnic Institute, Massachusetts. He joined the Company earlier this year after 27 years of diverse industrial experience.

### Employees

The Company has 86 full-time employees (excluding the three Executive Directors). An analysis by function is set out below:

|                            |    |
|----------------------------|----|
| Manufacturing              | 36 |
| Engineering                | 32 |
| Finance and administration | 10 |
| Sales                      | 8  |
|                            | 86 |

In response to the growth in the Company's sales, the total number of employees has grown from 18 in 1980 to 39 at 30th June, 1983, 65 at 30th June, 1984 and 89 today. The number of employees is expected to exceed 100 by the end of the current financial year. Sales per employee, however, have also increased being \$105,000 in the year ended 30th June, 1983 and \$159,000 in the year ended 30th June, 1984.

All key personnel have signed confidentiality undertakings in relation to the Company's technology and proprietary information. In addition, the Executive Directors have signed service contracts which enable the Company to retain their services at least until 31st January, 1987.

### Remuneration and Stock Options

The Company believes that incentive remuneration and Stock Options are important elements in the achievement of corporate targets and in the recruitment and retention of qualified technical and management personnel.

The remuneration package of key employees, including the Executive Directors, comprises an element of fixed salary and an element of bonus. In the case of the Executive Directors, their remuneration package is fixed at the beginning of each financial year by the Compensation Committee of the Board, a majority of which consists of Non-executive Directors. Information as to Directors' remuneration is set out in paragraph 4 of Appendix III. The Company has no pension scheme.

A number of the present employees own shares in the Company which they acquired as a result of exercising Stock Options. Messrs. Hamilton, Hoff and Turner have Stock Options in respect of an aggregate of 4.4 million shares and details of these are set out in paragraph 4 of Appendix III. Further Stock Options will be granted only under Stock Option plans approved by shareholders. A Stock Option plan will, in due course, be submitted to shareholders for their approval.

## PROFIT FORECAST AND DIVIDENDS

The Company's earnings are weighted towards the second half of its financial year, as will be reflected in the results for the six months to 31st December, 1984. During the quarter ended 30th September, 1984, the Company invested heavily in additional personnel, additional leasehold premises in Charlotte and additional expenditure on research and development, in anticipation of the substantial increase in volume projected for the year as a whole. As a result, during that quarter, the Company achieved only a marginal level of earnings.

However, the Directors forecast that, in the absence of unforeseen circumstances, the net income after taxes of the Company for the year ending 30th June, 1985, will be not less than \$2.9 million, equivalent to 5.6 cents per share, based on the weighted average number of shares expected to be in issue during the year. The bases and principal assumptions on which this forecast is made, together with letters relating thereto, are set out in Appendix II.

The Company has paid no dividends to date. The Directors intend that most of the Company's earnings should continue to be retained. In the absence of unforeseen circumstances and based on the profit forecast set out above, the Directors intend to pay a dividend in respect of the new shares and the existing shares in the Company for the year ending 30th June, 1985 of 0.25 cents per share.

It is intended that an annual dividend will be paid in October each year. No interim dividend will be paid. All dividends will be declared in US dollars but will be paid to shareholders with registered addresses in the UK in sterling unless such shareholders opt for payment in US dollars. An appropriate form is available from the Company's UK Registrar, National Westminster Bank PLC, Registrar's Department, P.O. Box No. 82, 37 Broad Street, Bristol BS9 9NH.

## PROSPECTS

The US electrical utilities will continue to replace electro-mechanical devices with more sophisticated and reliable solid state equipment for some years to come. Only some 8 per cent. of the market for solid state recorders is estimated to have been satisfied so far. The Company is now poised to benefit significantly from a lengthy period of evaluation of its solid state recorders by a number of major US electrical utilities. The Directors are therefore confident that, given the Company's dominant position in the market, potential exists for significantly increased sales of solid state recorders to the Company's existing and new customers. The requirement for increasingly detailed survey data on the consumption of electricity should particularly benefit sales of the ProData system.

In the longer term the Company's strategy is to supply electrical utilities with equipment designed to flatten demand peaks in electricity consumption. Given the high cost of new electricity generating capacity, the strong preference of utilities is to increase existing plant use if new building programmes can thereby be deferred. The Company has concluded that utilities will best be able to encourage their customers to reduce consumption at times of peak demand by time of use pricing and load management programmes. The two principal products in the course of development by the Company are believed by the Directors to be better suited to meeting these objectives than any of the alternative products currently available.

The Company has so far restricted its marketing to the US electricity supply industry. The Company believes, however, that its products are well suited to use by overseas utilities and is actively pursuing possible joint venture arrangements with a number of major overseas manufacturers and distributors. Marketing will not, however, proceed until the Company has appropriate after-sales and support facilities in place.

The Company has expanded rapidly and net income will (taking into account the forecast for the current financial year) have grown at an average annual compound rate of over 100 per cent. during the five years ending 30th June, 1985. While the existing products are expected to continue to provide substantial growth in sales and earnings, the rate of growth will inevitably be slower as the market's requirements are gradually met. Nevertheless the Directors have confidence in the long-term growth prospects of the Company because it is a high technology company with a dominant market position for its existing products and a substantial commitment to research and development for new products.

## REASONS FOR THE OFFER FOR SALE

16 million shares are being made available in the Offer for Sale, of which 6.4 million new shares are being issued by the Company and sold from treasury, to raise approximately \$5.3 million after expenses. The Directors consider it an appropriate time in the Company's development further to expand its equity base. The strengthening of an already strong balance sheet will help the Company's marketing activities as financial strength is an important factor in US electrical utilities' choice of supplier.

It is envisaged that the new generation of products, unlike former products, will require considerably greater investment in working capital than has been needed in the past. In particular, the Company envisages the need to make available central stations to utilities wishing to evaluate its load management system and to provide a support team during each customer's evaluation period.

While the Company has, taking account of its credit facilities and its existing cash resources, adequate capital for its planned expenditure programme for the foreseeable future, the Offer for Sale is intended to fund the Company's medium-term expansion and to provide the Company with greater flexibility to take advantage of opportunities as they arise.

## TAXATION

A brief summary of certain relevant UK and US tax considerations, affecting those potential investors who are UK resident for tax purposes, is set out in paragraph 7 of Appendix III. Potential investors who are in any doubt as to their position should consult their own tax advisers regarding the tax consequences of an investment in the Company.

## APPENDIX I — ACCOUNTANTS' REPORT

The following is a copy of a report to the Directors of Process Systems, Inc., and to the Directors of J. Henry Schroder Wagg & Co. Limited by Price Waterhouse, Charlotte, North Carolina and Price Waterhouse, London, Joint Reporting Accountants.

The Directors

Process Systems, Inc.

The Directors

J. Henry Schroder Wagg & Co. Limited,

7th December, 1984

We have examined the balance sheets of Process Systems, Inc. (the Company) at 30th June, 1980, 1981, 1982, 1983, and 1984, and the related statements of operations and changes in financial position for the years then ended. These financial statements, which were prepared under the historical cost convention, were audited by Price Waterhouse, Charlotte, North Carolina. Our examinations were made in accordance with generally accepted auditing standards and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements set out below present fairly, under the historical cost convention, the financial position of Process Systems, Inc., at 30th June, 1980, 1981, 1982, 1983, and 1984 and the results of its operations and the changes in its financial position for each of the years then ended, in conformity with generally accepted accounting principles in the US consistently applied. No material adjustments would be required were the financial statements to be presented in accordance with accounting principles generally accepted in the UK.

In the preparation of the financial statements no adjustments have been required to the previously reported financial statements of the Company at 30th June, 1980, 1981, 1982, 1983, and 1984. No audited financial statements of the Company have been prepared in respect of any period subsequent to 30th June, 1984.

## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Basis of accounting

The financial statements have been prepared under the historical cost convention and are stated in US dollars.

### Inventories

Inventories are stated at the lower of cost, determined on the first-in, first-out method, and net realisable value. Work in progress comprises material costs and an appropriate proportion of direct labour costs.

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# Process Systems, Inc.

continued

## Property and equipment

Property and equipment are recorded at cost. Major renewals and improvements are added to the property accounts at cost, while replacements, maintenance, and repairs which do not improve or extend the lives of the respective assets are expensed as incurred. Gain or loss on retirements or disposals of individual assets is recorded in income or expense. Depreciation is provided using the straight-line method over the estimated useful lives of the assets which are summarized below:

|                              | Estimated useful lives |
|------------------------------|------------------------|
| Production/Testing equipment | 3-7 years              |
| Exhibition equipment         | 3-5 years              |
| Office furniture             | 6-8 years              |
| Leasehold improvements       | 4 years                |
| Automobiles                  | 4 years                |

## Net sales of products and services

Product sales and other revenues comprise amounts invoiced to customers in respect of goods and services supplied, net of returns, and allowances. Interest income is also included.

## Research and development costs

Research and development costs are charged to expense as incurred.

## Income taxes

The Company accounts for depreciation differently for financial reporting purposes than for federal income tax purposes and makes appropriate provision for deferred taxes in recognition of the timing differences. Investment tax credits are accounted for as a reduction of income tax expense in the year the credits are utilized.

### STATEMENTS OF OPERATIONS

|   | Year ended 30th June |           |           |           |           |
|---|----------------------|-----------|-----------|-----------|-----------|
|   | 1980                 | 1981      | 1982      | 1983      | 1984      |
| Net sales of products and services (Note 2)                             | 818,561              | 1,876,560 | 2,361,599 | 3,718,403 | 8,349,038 |
| Costs and expenses:   |                      |           |           |           |           |
| Cost of sales   | 260,339              | 598,878   | 690,196   | 1,000,878 | 2,931,311 |
| Research and development expenses                                       | 44,286               | 193,734   | 342,648   | 491,699   | 822,584   |
| Selling, general and administrative expenses                            | 427,244              | 538,477   | 783,191   | 1,098,537 | 1,737,185 |
| Depreciation  | 14,989               | 30,208    | 67,282    | 72,321    | 129,185   |
| Interest expense  | 67,053               | 81,394    | 28,071    | 16,476    | 8,945     |
|   | 813,933              | 1,424,679 | 1,902,398 | 2,681,106 | 5,727,090 |
| Income before income taxes  | 4,628                | 151,881   | 459,201   | 1,037,295 | 2,621,948 |
| Provision for income taxes (Note 3)                                     | 1,229                | 56,046    | 136,131   | 435,000   | 1,119,000 |
| Income before extraordinary item  | 3,409                | 95,835    | 323,170   | 602,295   | 1,502,948 |
| Realization of operating losses carried forward (Note 3)                | 1,229                | 56,046    | 56,131    | —         | —         |
| Net income  | 4,638                | 151,881   | 379,301   | 602,295   | 1,502,948 |
| Retained earnings (accumulated deficit) brought forward                 | (988,764)            | (984,126) | (812,245) | (433,004) | 189,291   |
| Retained earnings (accumulated deficit) carried forward                 | (984,126)            | (812,245) | (433,004) | 189,291   | 1,672,239 |
| Earnings per common share, including common share equivalents (Note 4): |                      |           |           |           |           |
| Income before extraordinary item  | 0.02                 | 0.26      | 1.08      | 1.95      | 3.81      |
| Realization of operating losses carried forward                         | 0.01                 | 0.21      | 0.19      | —         | —         |
| Net income  | 0.03                 | 0.57      | 1.27      | 1.95      | 3.81      |

\*Adjusted retrospectively for 200 to 1 stock split (Note 5).

### BALANCE SHEETS

|   | As at 30th June |           |           |           |           |
|---|-----------------|-----------|-----------|-----------|-----------|
|   | 1980            | 1981      | 1982      | 1983      | 1984      |
| <b>ASSETS</b>   |                 |           |           |           |           |
| Property and equipment at cost less accumulated depreciation (Note 5) | 108,771         | 82,053    | 214,522   | 359,130   | 798,480   |
| <b>Current assets:</b>  |                 |           |           |           |           |
| Inventories (Note 6)  | 232,388         | 210,019   | 254,908   | 944,017   | 1,063,719 |
| Accounts receivable   | 338,125         | 284,581   | 408,887   | 721,468   | 2,652,818 |
| Prepaid expenses  | 3,743           | 2,731     | 7,384     | 28,348    | 51,470    |
| Cash and cash equivalents   | 33,058          | 109,867   | 280,203   | 494,578   | 3,716,852 |
|   | 597,318         | 606,918   | 943,832   | 2,188,529 | 7,684,657 |
| <b>Total assets</b>   | 707,087         | 688,971   | 1,116,154 | 2,447,659 | 8,483,137 |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>                           |                 |           |           |           |           |
| <b>Current liabilities:</b>   |                 |           |           |           |           |
| Notes payable within one year (Note 7)                                | 214,303         | 87,808    | 27,927    | 20,000    | —         |
| Accounts payable  | 87,453          | 87,432    | 114,227   | 275,294   | 730,307   |
| Income taxes payable  | —               | —         | 30,000    | —         | 306,670   |
| Accrued expenses and other current liabilities                        | 69,826          | 151,151   | 157,859   | 230,113   | 378,105   |
|   | 370,880         | 286,396   | 390,010   | 825,407   | 1,705,076 |
| Notes payable after one year (Note 8)                                 | 304,640         | 229,527   | 1,28,405  | 75,000    | —         |
| Deferred income taxes   | —               | —         | —         | 18,000    | 60,000    |
| <b>Total liabilities</b>  | 675,520         | 490,523   | 598,415   | 948,407   | 1,765,076 |
| <b>Stockholders' equity (Note 9):</b>                                 |                 |           |           |           |           |
| Common stock  | 655,100         | 680,100   | 753,100   | 957,850   | 1,144,350 |
| Capital in excess of par value  | 340,383         | 340,383   | 340,383   | 336,443   | 3,382,372 |
| Retained earnings (accumulated deficit)                               | (984,126)       | (812,245) | (433,004) | 189,291   | 1,672,239 |
|   | 31,357          | 208,148   | 660,479   | 1,522,584 | 8,789,961 |
| <b>Total stockholders' equity</b>                                     | 31,357          | 208,148   | 660,479   | 1,522,584 | 8,789,961 |
| <b>Total liabilities and stockholders' equity</b>                     | 707,087         | 688,971   | 1,116,154 | 2,447,659 | 8,483,137 |

### STATEMENTS OF CHANGES IN FINANCIAL POSITION

|  | Year ended 30th June |          |           |           |           |
|--|----------------------|----------|-----------|-----------|-----------|
|  | 1980                 | 1981     | 1982      | 1983      | 1984      |
| <b>Financial resources were provided by:</b>                                   |                      |          |           |           |           |
| Income before extraordinary item   | 3,409                | 95,835   | 323,170   | 602,295   | 1,502,948 |
| Add income charges not affecting working capital:                              |                      |          |           |           |           |
| Capital  | 14,989               | 30,208   | 67,282    | 72,321    | 129,185   |
| Deferred income taxes  | —                    | —        | —         | 18,000    | 42,000    |
| Working capital provided by operations   | 18,408               | 126,043  | 380,262   | 692,618   | 1,674,118 |
| Working capital provided by extraordinary item—realization of operating losses | 1,229                | 56,046   | 56,131    | —         | —         |
| Proceeds from sale of common stock   | 135,000              | —        | 12,860    | 312,850   | 8,605,029 |
| Proceeds from sale of treasury stock   | 3,473                | —        | —         | 53,600    | —         |
| Proceeds from stock options exercised  | 104,313              | 25,000   | 60,000    | 246,000   | 189,400   |
| Increases in notes payable after one year                                      | 304,640              | 229,527  | 1,28,405  | 75,000    | —         |
| Other  | 887                  | (85)     | 4,902     | 4,389     | 21,450    |
|  | 263,310              | 297,004  | 524,159   | 1,264,438 | 8,489,862 |
| <b>Financial resources were used for:</b>                                      |                      |          |           |           |           |
| Purchase of property and equipment   | 65,808               | 124,408  | 194,623   | 121,198   | 689,985   |
| Reduction in notes payable after one year                                      | —                    | 25,113   | 101,128   | 128,405   | 75,000    |
| Purchase of treasury stock   | 65,808               | 87,518   | 348,495   | 270,003   | 825,405   |
|  | 197,502              | 116,989  | 176,700   | 814,432   | 4,443,527 |
| <b>Change in working capital:</b>  |                      |          |           |           |           |
| Increase (decrease) in current assets:   |                      |          |           |           |           |
| Cash and cash equivalents  | 227,271              | (43,825) | 124,386   | 312,584   | 2,131,331 |
| Accounts receivable  | 75,984               | (22,389) | 44,289    | 688,008   | 139,592   |
| Inventories  | (14,871)             | (1,013)  | 5,193     | 30,224    | 3,222     |
| Prepaid expenses   | 317,610              | 9,802    | 294,714   | 1,286,896 | 5,486,129 |
| (Decrease) increase in current liabilities:                                    |                      |          |           |           |           |
| Notes payable within one year  | (22,817)             | 162,388  | 23,281    | 7,927     | 90,000    |
| Accounts payable   | (39,288)             | 28,715   | (58,280)  | (71,134)  | (454,940) |
| Income taxes payable   | —                    | —        | (60,000)  | (247,000) | (389,670) |
| Accrued expenses and other current liabilities                                 | (37,686)             | (82,226) | (8,705)   | (72,257)  | (147,982) |
|  | (120,108)            | 108,864  | (119,014) | (472,466) | (862,602) |
| <b>Increase in working capital</b>   | 197,502              | 116,989  | 176,700   | 814,432   | 4,443,527 |

## Note 1. Activities

Process Systems, Inc. designs, manufactures and distributes solid state and microelectronic control and recording equipment for the US electricity supply industry. As a result of the concentration of its business in this industry, a significant portion of the Company's revenue is derived from relatively few customers. This industry, a significant portion of the net sales for the year ended 30th June 1984 was derived from three customers for the year ended 30th June 1983, approximately 43 per cent. of the net sales was derived from two customers.

## Note 2. Net sales

|   | Year ended 30th June |      |        |        |        |
|---|----------------------|------|--------|--------|--------|
|   | 1980                 | 1981 | 1982   | 1983   | 1984   |
| Included in net sales of products and services is interest income of: |                      |      |        |        |        |
|   | —                    | 857  | 15,598 | 16,833 | 45,863 |

## Note 3. Provision for income taxes

|  | Year ended 30th June |        |         |         |           |
|--|----------------------|--------|---------|---------|-----------|
|  | 1980                 | 1981   | 1982    | 1983    | 1984      |
| Provisions for income taxes comprises the following:                               |                      |        |         |         |           |
|  | 1,229                | 56,046 | 136,131 | 417,000 | 1,077,000 |
| Current  | 1,229                | 56,046 | 136,131 | 417,000 | 1,077,000 |
| Deferred   | —                    | —      | —       | —       | —         |
| Operating losses carried forward were offset against the above expense as follows: | 1,229                | 56,046 | 56,131  | —       | —         |

During 1983 the Company utilized all remaining net operating losses carried forward.

**Note 4. Earnings per common share**

Earnings per common share are calculated based on the weighted average number of common shares outstanding and equivalent shares issuable under assumed exercise of stock options retrospectively stated to reflect a 200 to 1 stock split approved by the shareholders on 11th July, 1984.

The weighted average number of shares in the earnings per share calculations was 24,368,000, 24,411,000, 23,671,400, 30,825,400 and 39,443,300 for 30th June, 1980, 1981, 1982, 1983 and 1984 respectively.

## Note 5. Property and equipment

|                              | As at 30th June |         |         |         |           |
|------------------------------|-----------------|---------|---------|---------|-----------|
|                              | 1980            | 1981    | 1982    | 1983    | 1984      |
| Cost:                        |                 |         |         |         |           |
| Production/Testing equipment | 102,854         | 114,319 | 181,651 | 224,280 | 538,772   |
| Exhibition equipment         | 29,268          | 27,361  | 54,700  | 79,754  | 142,227   |
| Office furniture             | 21,308          | 32,302  | 63,855  | 86,136  | 192,272   |
| Leasehold improvements       | 10,713          | 10,713  | 27,898  | 44,812  | 122,332   |
| Automobiles                  | 6,154           | 6,154   | 21,400  | 27,494  | 31,380    |
| Construction in progress     | —               | —       | —       | —       | 1,502     |
|                              | 171,817         | 181,749 | 359,502 | 472,456 | 1,126,557 |
| Accumulated depreciation:    |                 |         |         |         |           |
| Production/Testing equipment | 33,463          | 51,479  | 85,679  | 120,507 | 184,213   |
| Exhibition equipment         | 12,765          | 15,246  | 26,811  | 39,582  | 57,769    |
| Office furniture             | 11,287          | 14,107  | 23,103  | 33,571  | 51,691    |
| Leasehold improvements       | 2,593           | 2,406   | 2,413   | 10,758  | 28,557    |
| Automobiles                  | 2,119           | 2,458   | 6,574   | 8,847   | 4,887     |
|                              | 62,146          | 86,696  | 144,980 | 213,366 | 328,117   |
| <b>Net book value</b>        | 108,771         | 82,053  | 214,522 | 359,130 | 798,480   |

## Note 6. Inventories

Inventories comprise the following:

|  | As at 30th June |         |         |         |           |
|--|-----------------|---------|---------|---------|-----------|
|  | 1980            | 1981    | 1982    | 1983    | 1984      |
| Finished goods and purchased equipment | 4,825           | 37,532  | 55,636  | 336,856 | 448,885   |
| Work in progress                       | 750,321         | 110,510 | 102,950 | 385,028 | 174,208   |
| Electronic components                  | 76,542          | 61,977  | 95,022  | 168,333 | 460,625   |
|  | 232,388         | 210,019 | 254,908 | 944,217 | 1,063,719 |

## Note 7. Notes payable

Notes payable may be analysed as follows:

|                          | As at 30th June |         |          |        |      |
|--------------------------|-----------------|---------|----------|--------|------|
|                          | 1980            | 1981    | 1982     | 1983   | 1984 |
| Demand notes             | 161,324         | —       | —        | —      | —    |
| Notes payable on account | —               | —       | —        | —      | —    |
| — due within one year    | 52,379          | 51,508  | 27,927   | 20,000 | —    |
| — due after one year     | 304,640         | 229,527 | 1,28,405 | 75,000 | —    |
|                          | 518,943         | 261,435 | 156,332  | 95,000 | —    |

See Note 10 regarding debt incurred to finance future capital expenditure.

## Note 8. Stockholders' equity

**Common stock**

Prior to 11th May, 1984, the Company was authorized by its Articles of Incorporation to issue up to 300,000 shares of Class A common stock having a par value of \$5 per share and up to 100,000 shares of Class B common stock having no par value.

On 11th May, 1984, stockholders approved certain changes to the capital structure of the Company. The number of authorized shares of Class A common stock, was increased to 500,000 shares, after which the par value of each share was changed to \$0.025 from \$5 resulting in 10,000,000 authorized shares of Class A common stock. The 100,000 authorized shares of Class B common stock, of which none were issued, were cancelled.

The table below shows the amounts of common stock in issue during the period.

|   | As at 30th June |           |           |           |           |
|---|-----------------|-----------|-----------|-----------|-----------|
|   | 1980            | 1981      | 1982      | 1983      | 1984      |
| Common stock                            | 2,400,000       | 2,400,000 | 2,400,000 | 2,400,000 | 2,400,000 |
| Capital in excess of par value          | 340,383         | 340,383   | 340,383   | 336,443   | 3,382,372 |
| Retained earnings (accumulated deficit) | (984,126)       | (812,245) | (433,004) | 189,291   | 1,672,239 |
|   | 31,357          | 208,148   | 660,479   | 1,522,584 | 8,789,961 |
| <b>Total stockholders' equity</b>       | 31,357          | 208,148   | 660,479   | 1,522,584 | 8,789,961 |

**Treasury stock**

Treasury stock represents the cost of issued stock purchased by the Company and is available for re-issue or cancellation.

**Stock Options**

The Company has, in the past, granted Stock Options at the discretion of the Directors.

At 30th June, 1984 the following Stock Options (all of which were held by the present Executive Directors) were outstanding:

|                                | Number    | Price   | Expiry date     |
|--------------------------------|-----------|---------|-----------------|
| Common stock                   | 2,400,000 | \$0.150 | 30th June, 1985 |
| Capital in excess of par value | 2,400,000 | \$0.675 | 30th June, 1987 |
|                                | 2,400,000 | \$0.675 | 30th June, 1989 |
|                                | 6,800,000 |         |                 |

All of the Stock Options exercisable at \$0.15 have since been exercised. In addition, 1,000,000 further options at \$0.675 were authorized but had not been granted at 30th June, 1984. The Directors have subsequently cancelled this authorization.

Transactions in common stock, capital in excess of par value and treasury stock for the five years ended 30th June, 1984, all of which have been retrospectively restated to reflect the 200 to 1 stock split approved on 11th May, 1984, were as follows:

|  | Common stock | Capital in excess of par value | Treasury stock |
|--|--------------|--------------------------------|----------------|
| Shares   | Amount       | Amount                         | Amount         |
| Balance at 30th June, 1979   | 20,804,000   | 621,100                        | 339,385        |
| Issue of 682,000 shares from treasury at \$0.025 per share                       | —            | —                              | 1,206          |
| Sale of shares to employees as remuneration                                      | —            | —                              | (682,000)      |
| Sale of 5,400,000 shares at par value of \$0.069 per share                       | 5,400,000    | 135,000                        | —              |
| Balance at 30th June, 1980   | 25,204,000   | 655,100                        | 340,583        |
| Exercise of Stock Options for 1,000,000 shares at par value of \$0.025 per share | 1,000,000    | 25,000                         | —              |
| Balance at 30th June, 1981   | 27,204,000   | 680,100                        | 340,583        |
| Exercise of Stock Options for 2,400,000 shares at par value of \$0.025 per share | 2,400,000    | 60,000                         | —              |
| Issue of shares under employee stock purchase agreements:                        |              |                                |                |
| 4,410,000 shares at \$0.025 per share  | 4,410,000    | 110,250                        | —              |
| 180,000 shares at \$0.015 per share  | 180,000      | 4,500                          | (1,800)        |
| Exercise of Stock Options:   |              |                                |                |
| 3,400,000 shares at \$0.04 per share   | 3,400,000    | 85,000                         | 51,000         |

# Process Systems, Inc.

continued

(b) Save as disclosed above, the Directors are not aware of any other person who, if the Company were subject to Part IV of the Companies Act 1981, would, following the Offer for Sale, be required to disclose an interest in shares in accordance with that Part of that Act.

(c) Mr. Alenbik is a principal of Alenbik, P.A. and Callan, P.A., which receives fees for legal services rendered to the Company and will receive a fee for legal services rendered to the Company in connection with the Offer for Sale. Mr. Hodges has a major interest in the limited partnership from which the Company acquired the freehold site at Arrowpointe Block, Charlotte referred to in paragraph 6 below.

(d) The interests of the Directors in Stock Options are as follows—

|                     | Number of shares | Subscription Price | Exercise period |
|---------------------|------------------|--------------------|-----------------|
| L. E. Hamilton, III | 1,400,000        | 0.675              | 1.7.85-30.6.87  |
| F. H. Hoff          | 1,400,000        | 0.675              | 1.7.85-30.6.89  |
| Wm. M. Turner       | 200,000          | 0.675              | 1.7.85-30.6.87  |
|                     | 200,000          | 0.675              | 1.7.85-30.6.89  |
|                     | 800,000          | 0.675              | 1.7.85-30.6.87  |
|                     | 800,000          | 0.675              | 1.7.85-30.6.89  |

The above Stock Options were granted pursuant to Stock Option agreements (as subsequently amended) each effective as of 12th April, 1984. These include the following terms—

(i) no payment was required to be made for the grant of the Stock Options;

(ii) if prior to the exercise of any Stock Option, the Company shall have effected, *inter alia*, any stock split, adjustment or increase or reduction of capital for no consideration, any shares which are the subject of any Stock Option, and the purchase price thereof, shall be adjusted accordingly; and

(iii) each Stock Option is personal to the person to whom it is granted, may only be exercised if such person is in the full time employment of the Company (and, if such person within 180 days after exercise of the option terminates his employment with the Company other than on grounds of death or disability, the Company is entitled to repurchase the shares concerned at the subscription price paid) and shall not be encumbered or otherwise disposed of, except that, in the event of the death of such person, his estate shall have the right, within six months of his death, to exercise the portion of the Stock Options available to him at the time of his death.

(iv) Messrs. Hamilton, Hoff and Turner each have service contracts dated 15th February, 1983 (as subsequently amended) with the Company for one year which automatically renew unless terminated by either party on not less than 30 days' notice to expire on 31st January, 1986 or on any subsequent 31st January. If notice to terminate is given by an Executive Director the Company has, however, the right to require that the date of termination is postponed for up to one year. These contracts provide for the payment of annual salaries of \$140,000 to Mr. Hamilton, \$140,000 to Mr. Hoff and \$100,000 to Mr. Turner, and a bonus under the Company's incentive remuneration scheme. No other Director has a service contract with the Company.

(v) The incentive remuneration of each Executive Director for the current year has been set by the Compensation Committee of the Board at 5 per cent of sales in excess of \$5 million. No incentive remuneration is, however, payable unless net income after taxes is at least \$1.5 million, or sales are in excess of \$12 million, unless net income after taxes is at least \$2 million.

(vi) Under the arrangements in force in the current year, the aggregate remuneration of all the Directors (one of whom is a Director in the previous financial year) would, if calculated on the figures projected in making the forecast of profits for the current year, be \$794,000.

(vii) Save as disclosed herein and save in respect of remuneration paid, payable or to be paid in respect of the grant of Stock Options to Directors of the Company, no Director of the Company or other person has or has had any interest, direct or indirect, in the promotion of, or in any assets which have been within the two years prior to the date hereof or which are proposed to be acquired or disposed of, or lessor to the Company or its former subsidiary, or no contract or arrangement subsists at the date hereof in which such a Director is or was materially interested and which is or was significant in relation to the business of the Company.

## 8. Offer for Sale agreement

An agreement dated 6th December, 1984 has been entered into between (1) the Company, (2) the vendors, (3) the Directors and (4) J. Henry Schroder Wagg & Co. Limited (Schroder's) which provides, *inter alia*, for Schroder's to subscribe for or purchase 5,400,000 new shares to be issued or sold by the Company and to purchase the shares to be sold by the vendors, in each case at the same price as such shares are being sold pursuant to the Offer for Sale. The agreement is conditional, *inter alia*, on the Council of the Stock Exchange admitting all the shares of common stock of the Company to the Official List not later than 1 p.m. on 18th December, 1984 (subject only to posting of Letters of Acceptance).

The agreement also contains, *inter alia*, (a) certain warranties and undertakings by the Company and the Directors to Schroder's; (b) undertakings by the Company and the Directors in favour of Schroder's in relation to this document; (c) agreement by the Directors and the vendors not to dispose of any further shares in the Company for a period of one year without the prior written consent of Schroder's; and (d) provisions which permit the agreement by Schroder's prior to announcement of the basis of allocation in the event of a material breach of any of the warranties or undertakings given by Schroder's thereon.

The numbers of shares sold by the Directors and their families are as follows—

| Name                | No. of shares |
|---------------------|---------------|
| L. E. Hamilton, III | 1,390,251     |
| F. H. Hoff          | 1,390,251     |
| Wm. M. Turner       | 716,286       |
| M. D. Alenbik       | 188,892       |
| J. R. Hodges, Jr.   | 1,416,588     |
| W. O. Nisbet, III   | 1,406,880     |
| E. N. Phillips, Jr. | 483,800       |
|                     | 800,940       |

In addition 3,478,901 shares are being sold by a total of 88 other vendors.

## 9. Premises

Details of the Company's premises are set out below:

| Location   | Term      | Expiry date          | Annual rent     |
|--|-----------|----------------------|-----------------|
| 8334 Arrowpointe Boulevard, Charlotte, North Carolina 28210                                    | Leasehold | 30th September, 1987 | \$82,220        |
| 8325 Arrowpointe Boulevard, Charlotte, North Carolina 28210                                    | Leasehold | 31st October, 1985   | \$30,000 (Note) |
| University Square East, Suite 205, 123 West Franklin Street, Chapel Hill, North Carolina 27514 | Leasehold | 31st October, 1985   | \$19,028        |
| Arrowpointe Block, Charlotte, North Carolina 28210   | Freehold  | —                    | —               |

Note: With effect from July 1985 the monthly rent of these premises will increase by \$300.

## 10. Taxation

The Company is subject to US federal income tax as a domestic corporation. Such tax is imposed on taxable income as adjusted, rates up to 48 per cent. The Company is also subject to State franchise and corporate income taxes, including the North Carolina State Corporation Income Tax which is imposed on taxable income allocable to North Carolina at a rate of 6 per cent. It is not the intention of the Directors that the Company should become liable to any UK corporation tax by virtue of the establishment of any taxable presence in the UK. Such a presence in the future, credit for UK tax will be given against the US federal tax liability of the Company.

Prospective shareholders should consult their professional advisers in respect of the taxation consequences of acquiring, holding or disposing of the Company's shares. However, the following summary of the position of a UK resident and domiciled shareholder, which is based on current law and practice, should be noted:

### (a) UK tax on dividends

An outline of the liability to UK tax of UK resident shareholders of the Company on dividends paid to them by the Company is set out below (the term "dividend" used in this section includes any distribution of an income nature as determined under UK company law principles).

(i) An individual, any dividend paid to a UK resident individual will constitute investment income subject to the normal progressive rates of income tax. The dividend will constitute part of the investor's income regardless of whether or not he brings it into the UK.

(ii) A company and any other person or body of persons liable to corporation tax any dividend paid to such a person or body will be chargeable to corporation tax at whatever rate is applicable to the investor.

(iii) A trustee (other than a trustee within (iv) below) any dividend paid to a trustee will be taxed in the same way as any other income earned by the trust on its investments. Accordingly, basic rate UK tax will be chargeable on the dividend, together with the 15 per cent investment income surcharge, if the terms of the trust are such that the trust is liable to that tax.

(iv) A body exempt from income tax on income from foreign investments (e.g. an exempt pension scheme); the exemption will extend to any dividend paid by the Company.

UK tax (where appropriate) is assessed on the gross amount of the dividend before deduction of any US withholding tax, but credit is given for any such withholding tax by deducting the amount withheld from the UK tax chargeable on the dividend. A summary of certain provisions, concerning US withholding tax is given in sub-paragraph (b) below.

Where dividends from the Company are paid to a UK resident through a bank or other paying agent in the UK, such paying agent is required to deduct an amount of UK income tax at a rate equal to the difference between the US basic rate (at present 30 per cent) and the appropriate US withholding tax rate. Both the US tax and the further UK tax withheld may be credited against the UK resident's final tax liability.

### (b) UK taxation on capital gains

On a disposal of shares, UK investors who are resident or ordinarily resident in the UK may, depending on their circumstances, be subject to taxation on any capital gain, with a credit for any US tax on capital gains arising, as noted in sub-paragraph (c) below.

### (c) US federal taxation

Dividends paid by the Company to UK resident shareholders entitled to the benefits of the Income Tax Convention between the UK and the US generally will be subject to US withholding tax at the rate of 15 per cent on the gross amount of the dividends. With respect to dividends paid by the Company to a corporation which is a resident of the US, the US withholding tax will be reduced to 10 per cent of the amount of the dividends. The Convention would generally limit the rate to 5 per cent.

Under present US Treasury regulations, a foreign person with an address in the UK is presumed to be a resident of the UK and is, therefore, entitled to withholding of US tax at the applicable rate under the Convention without having to file a form to establish eligibility for withholding at that rate. The US Treasury has, however, recently proposed revised regulations pursuant to which a shareholder would be required to make certain filings with the US Internal Revenue Service in order to secure the reduced rate of US withholding tax under the Convention. Under the proposed regulations, any shareholder claiming UK residence would be required to file US Form 1041 in which, among other things, he would certify residence in the UK. In addition, any shareholder claiming UK residence would, except as discussed below, be required to file a Certificate of Residence on IRS Form 8806 in which, among other things, the UK Competent Authority (which is the Internal Revenue Service) would certify the shareholder's UK residence in the case of a shareholder who is not a citizen or resident of the US. A Certificate of Residence would generally not be required to be filed if payments by the Company (or any other withholding agent) do not exceed, or are not expected to exceed, in the aggregate, \$50 per calendar quarter. If the proposed regulations become final and the required filings were not made, the Company (or any other withholding agent) would be required to withhold US tax at the full statutory rate of 30 per cent, applicable to persons who are not entitled to the benefits of any income tax convention to which the US is a party. The proposed regulations would take effect with respect to dividends paid more than 120 days after the date the regulations are adopted, unless the US and UK Competent Authorities agree to alternative transitional procedures for establishing proof of UK residence.

A UK resident shareholder of the Company generally will not be subject to US Federal income tax on individual present in the US for 163 days or more during the tax year in which the sale or exchange occurs and such capital gains constitute US source income (e.g. if the sale occurs in the US). In such circumstances, net capital gains will be subject to US federal income tax at the rate of 30 per cent.

The foregoing summary of US federal income tax consequences assumes that the shareholder (i) is not engaged in the conduct of a trade or business in the US, (ii) does not carry on business in the US through a permanent establishment, (iii) in the case of an individual, is not a citizen or resident of the US, and (iv) in the case of a corporation, is not created or organized under the laws of the US, any State thereof or the District of Columbia. In cases where these assumptions do not apply, US federal income tax consequences may change, and a US tax adviser should be consulted.

By virtue of the Estate and Gift Tax Convention between the US and UK, the estate of a shareholder domiciled in the UK generally will not be subject to US federal estate tax with respect to the shares, provided that the shares do not form part of the business property of a permanent establishment in the US and do not pertain to a fixed base in the US used for the performance of independent personal services.

The foregoing is provided for information purposes only and is not intended to be a definitive discussion of all potential US federal income and estate tax consequences with respect to the shares. In addition, no information is provided herein with respect to State or local tax treatment of the shares or with respect to the tax treatment of shareholders who are not resident or domiciled in the UK.

### 8. UK and US Registers

The Company will maintain two registers for its shares, one of which (the "US Register") will be maintained by the Company in Charlotte, North Carolina and the other (the "UK Register") will be maintained by National Westminster Bank PLC, Registrar's Department, in Bristol.

The shares now being offered for sale will initially be entered on the US Register, but will, prior to the despatch of certificates in respect thereof to the persons entitled thereunder to the Offer for Sale, (and without further action on the part of such persons) be transferred to the UK Register. All other shares currently in issue and all shares subsequently issued to North American Persons will initially be registered on the US Register. Shares initially registered on the US Register will be subject to the restrictions on transfer currently

applicable to such shares. Shares registered on or transferred to the UK Register will, on and before 30th June, 1985, be subject to the restrictions on transfer to North American Persons as defined and referred to in paragraph 9 below.

A holder of shares registered on the US Register may transfer such shares to the UK Register (but shares may not be transferred to the UK Register by the holder) by delivering to the Company, or to any registrar appointed by the Company for this purpose, duly endorsed share certificates together with a transfer request containing a certification of the holder to the effect that the transfer is not for the purpose of offer, sale or transfer of such shares in North America or to or for the benefit of any North American Person. Upon delivery of the share certificates and such certification, the Company, or any registrar appointed by the Company for this purpose, will cause the shares to be transferred to the UK Register and a new share certificate to be issued with respect to the transferred shares containing a legend indicating the restrictions. If any, then applicable to shares registered on the UK Register. Any shares evidenced by the share certificates so delivered but not requested to be transferred to the UK Register will continue to be registered on the US Register, and the Company, or any registrar appointed by the Company for this purpose, will issue a share certificate to evidence such shares containing a legend indicating the restrictions, if any, applicable to the share certificates so delivered.

No UK stamp duty is attracted by the arrangements referred to above in respect of the transfer of shares from the US Register to the UK Register. Transfers from 3 p.m. on 24th January, 1985, the last date for registration of remissions of Letters of Acceptance in respect of the shares now being offered for sale, and of any other shares registered on the UK Register, will be subject to UK stamp duty. Shares registered on the UK Register will be transferred by instrument of transfer in the usual form.

## 9. Transfers and securities laws

(a) The shares now being offered for sale have not been registered under the Securities Act of 1933, as amended, of the US. Accordingly, such shares may not be offered, sold, renounced or transferred directly or indirectly in the US, its territories and possessions ("United States") or Canada (collectively "North America") or to or for the benefit of any person who is a national or resident thereof, the estate of any such person, or any contract or other security created or organized in or under the laws of the United States or Canada or any political subdivision thereof (collectively "North American Persons") or to any person purchasing such shares for reseller, resale, renunciation or transfer in North America or to or for the benefit of any North American Person as part of the distribution of such shares. No holder of such shares may, under any circumstances, transfer such shares to a person who is a national or resident of North America or to or for the benefit of any North American Person at any time on or before 30th June, 1985.

(b) In order to give effect to the foregoing restrictions—

(i) the certificates representing the shares will be endorsed with a legend substantially similar in form and content to sub-paragraph (a) above;

(ii) applications for the shares hereby offered, for registration of renounced Letters of Acceptance, and for transfers or exchanges of such shares at any time on or before 30th June, 1985, will all be subject to receipt of a declaration by or on behalf of the prospective holder to the following effect—

(1) I am/We are not a person who is a national or resident of the United States of America or of any of its territories or possessions ("United States"), or Canada (collectively "North America") or to or for the benefit of any person who is a national or resident thereof, the estate of any such person, or any contract or other security created or organized in or under the laws of the United States or Canada or any political subdivision thereof ("North American Person").

(2) I am/We are not acquiring any shares for the account of any North American Person or for the account of any person who is a national or resident of North America or to or for the benefit of any North American Person.

(3) I/We understand that the shares referred to above have not been registered under the Securities Act of 1933, as amended, of the United States, and may not be offered, sold, renounced or transferred directly or indirectly in North America or to or for the benefit of any North American Person at any time on or before 30th June, 1985, and

(4) the Company and its UK Registrar shall comply with any request to record the transfer or effect the remissions of any shares provided that on or before 30th June, 1985 any such request is accompanied by the documents required by the proposed transferee to the effect of (b)(i) above and to the effect that the proposed transferee consents to the affixing or imprinting on the certificate(s) representing the shares to be transferred of a legend substantially similar to that set out in sub-paragraph (a) above.

(c) At any time after 30th June, 1985, the Company will, upon presentation to the UK Registrar of an endorsed certificate representing any shares hereby offered or any other shares registered on the UK Register, issue a new share certificate bearing no reference to the restrictions set out in (a) above.

## 10. Material contracts

The following contracts (not being contracts entered into in the ordinary course of business) have been entered into within the two years immediately preceding the date of this document by the Company and are or may be material—

(a) an agreement dated 18th April, 1983 with Mr. C. N. Mansfield pursuant to which the Company was engaged for a period of 12 years (with an option to extend for a further 12 years) a licence to use the communication control system therein mentioned relating to the local management system, in return for the payment of a royalty;

(b) the Stock Option agreements referred to in paragraph 4(d) above;

(c) an agreement dated 20th June, 1984 between the Company, the then Directors and de Zoete & Bevan, under which de Zoete & Bevan agreed to pay the Company a fee of \$25,000 to use its best endeavours to procure subscribers for 5,200,000 shares at a price of \$0.75 per share;

(d) an agreement dated 2nd July, 1984 pursuant to which the Company acquired from ASC Associates the freehold site at Arrowpointe Block, Charlotte referred to in paragraph 6 above for a total consideration of \$1,000,000;

(e) an agreement dated 1st September, 1984 between the MacKenzie County Industrial Facilities and Pollution Control Financing Authority (the "Authority") and the Company pursuant to which the Authority has lent to the Company the principal sum of \$5,000,000 (being the proceeds of an Industrial Revenue Bond issued by the Authority) to finance the acquisition and development of the Company's new premises at Arrowpointe Block and a guarantee direct debt of \$5,000,000 given by the Company of the payment by the Authority to First Union National Bank, Charlotte, as trustee for the bondholders, of principal and interest on the bond;

(f) a facility letter dated 21st September, 1984 from First Union National Bank, Charlotte, confirming to the Company the Bank's commitment to purchase an Industrial Revenue Bond proposed (but not yet committed) to be issued by the appropriate bond authority in a sum not exceeding \$2,500,000 to finance the purchase of the proposed new research and development facility in Research Triangle Park, North Carolina;

(g) a letter dated 20th October, 1984 from the Company to Research Triangle Foundation of North Carolina (the "Foundation") whereby the Company acquired for a consideration of \$72,000 the option for one year to purchase from the Foundation a freehold site of some 16 acres in Research Triangle Park at a price of \$45,000 per acre for the new research and development facility referred to in sub-paragraph (f) above;

(h) a facility letter dated 23rd November, 1984 from First Union National Bank, Charlotte to the Company confirming the availability to the Company of an unsecured line of credit for a sum not exceeding \$5,000,000 for temporary working capital purposes, and

(i) the Offer for Sale agreement referred to in paragraph 5 above.

## 11. Working capital

The Directors are of the opinion that, taking account of available bank and other facilities and the proceeds of the issue and sale of the new shares receivable by the Company, the Company will have sufficient working capital for its present requirements.

## 12. General

(a) Price Waterhouse, Charlotte, North Carolina and Price Waterhouse, London have each given and have not withdrawn their written consents to the issue of this document with the inclusion of their report and the references therein to the form and content in which they are included.

(b) J. Henry Schroder Wagg & Co. Limited has given and not withdrawn its written consent to the issue of this document with the inclusion herein of its letter concerning the profit forecast and its name in the form and content in which they are included.

(c) The documents attached to the copies of this document delivered to the Registrar of Companies for registration are—

(i) the written consents referred to in (a) and (b) above;

(ii) copies of the service contracts and material contracts referred to in paragraphs 4 and 10 above; and

(iii) copies of the Application Form and the Preferential Application Form.

(d) In respect of each application made in connection with this document, all persons concerned shall be bound by the provisions of sections 50 and 51 of the Companies Act 1948 (other than penal provisions) so far as applicable.

(e) The Company is not aware of any litigation or claims of material importance pending or threatened against it which are or may be material in relation to the business of the Company.

(f) The Company has no subsidiaries.

(g) Save in respect of the appointment of a UK Registrar, the Company has not established and does not intend to establish a place of business in the UK.

(h) A certificate of exemption has been granted by The Council of the Stock Exchange pursuant to section 418 of the Companies Act 1948.

(i) The expenses of the Offer for Sale including amounts payable to J. Henry Schroder Wagg & Co. Limited pursuant to the Offer for Sale agreement referred to in paragraph 5 above are estimated to amount to £780,000 and are payable as to £603,380 by the Company and £176,620 by the vendors.

(j) The minimum amount which, in the opinion of the Directors of the Company, must be raised by the issue and sale of the new shares is \$5 million which, in relation to each of the below specified amounts, is the amount of the net proceeds of the issue and sale of the new shares, after the payment of the expenses of the issue and sale of the new shares, as set out in paragraph 5(a) of Part I of the Fourth Schedule to the Companies Act 1948 as regards the matters therein specified, is made up as follows—

(i) purchase price of property: nil

(ii) preliminary expenses and commissions payable in relation to the Offer for Sale: \$0.6 million

(iii) repayment of moneys borrowed for preliminary expenses: nil

(iv) working capital: \$5.3 million.

The above amounts are calculated exclusively out of the proceeds of the issue and sale of the new shares. As the Offer for Sale is underwritten, the receipt of the minimum amount is assured.

## 13. Documents available for inspection

Copies of the following documents may be inspected at the offices of Stephenson Harwood, Solicitors, Hall, Gutter Lane, Cheapside, London EC2V 6BS during normal business hours on any weekday (Saturdays and public holidays excepted) for a period of 14 days following the date hereof—

(a) the Articles of Incorporation and the By-Laws of the Company;

(b) the Business Corporation Code of the State of Georgia;

(c) the audited financial statements of the Company for the two years ended 30th June, 1984; the service contracts and material contracts referred to in paragraphs 4 and 10 above;

(d) the report of Price Waterhouse, Charlotte, North Carolina and Price Waterhouse, London set out in Appendix I;

(e) the letters from Price Waterhouse, London and J. Henry Schroder Wagg & Co. Limited set out in Appendix II concerning the profit forecast for the year ending 30th June, 1985, and

(f) the written consents referred to above.

Dated: 7th December, 1984

## PROCEDURE FOR APPLICATION

1. The shares of the Company hereby offered have not been registered under the Securities Act of 1933, as amended, of the US. Attention is drawn to the declaration in the Application Form in respect of North American sales restrictions. No application will be accepted from any person who is unable to make this declaration or who gives an address in North America.

2. Applications (other than those on the Preferential Application Forms mentioned below) must be for a minimum of 100 shares and thereafter for the following multiples of shares:

| Applications            | In multiples of |
|-------------------------|-----------------|
| for up to 1,000 shares  | 100 shares      |
| for up to 5,000 shares  | 500 shares      |
| for up to 10,000 shares | 1,000 shares    |
| for up to 50,000 shares | 5,000 shares    |
| for over 50,000 shares  | 10,000 shares   |

3. Applications must be made on the Application Form set out on this page (or on the Preferential Application Form mentioned below) and forwarded to National Westminster Bank PLC, New Issues Department, P.O. Box 73, 2 Princes Street, London EC2P 2BD together with a sterling cheque or bankers' draft for the full amount payable on application so as to be received not later than 10 a.m. on 18th December, 1984. Photocopies of Application Forms will not be accepted.

4. Preferential consideration will be given to applications on Preferential Application Forms received from existing shareholders of the Company, other than any such shareholders who are North American Persons, for an aggregate maximum of 1,600,000 shares (10 per cent. of the shares now being offered for sale). In the event of excess applications being received from such shareholders, the basis of allocation will be determined having regard to their proportionate interests in the Company. Completion of a Preferential Application Form does not preclude such shareholders from also completing a public Application Form.

5. Each application must be accompanied by a separate sterling cheque or bankers' draft. Cheques or bankers' drafts must be drawn on a branch in the UK, the Channel Islands or the Isle of Man of a bank which is either a member of the London or Scottish Clearing Houses Association or which has arranged for its cheques or bankers' drafts to be cleared through the facilities provided by the members of those Clearing Houses and must bear the appropriate sorting code number in the top right hand corner. Cheques and bankers' drafts must be made payable to National Westminster Bank PLC, be crossed "Not Negotiable Process Systems Shares" and

must represent payment in full at the application price. The right is reserved to present all cheques and bankers' drafts for payment on receipt and to retain Letters of Acceptance and surplus application moneys pending clearance of the cheques of successful applicants. The right is also reserved to reject any application in whole or in part, and in particular, multiple or suspected multiple applications.

6. Due completion and delivery of an Application Form or a Preferential Application Form accompanied by a cheque or bankers' draft will constitute a warranty that such cheque or bankers' draft will be honoured on its first presentation; attention is drawn to the declaration in the Application Form to that effect. Applications will be irrevocable until 17th December, 1984 and may only be revoked after that date to the extent that they have not been accepted prior to receipt of notice of revocation.

7. By completing and delivering an Application Form or a Preferential Application Form each applicant will be confirming that they are not relying on any information or representation in relation to the Company other than those contained herein and accordingly they will be agreeing that no person responsible for this document shall have any liability for any such information or representation.

8. Formal acceptance of applications which have been selected for acceptance will be effected by announcement of the basis of allocation to The Stock Exchange, and will be subject to the conditions stated above. Acceptance will also be conditional on the Council of the Stock Exchange admitting the whole of the issued share capital of the Company to the Official List not later than 19th December, 1984 (subject only to posting of Letters of Acceptance). Moneys received in respect of applications will be returned if such condition is not satisfied by that date and, in the meantime, will be retained by National Westminster Bank PLC in a separate account. If any application is not accepted or is accepted for fewer shares than the number applied for, the application moneys or, as the case may be, the balance thereof will be returned to applicants. No interest will be paid on any moneys returnable to applicants, which will be sent through the post at the risk of the applicants concerned. It is expected that Letters of Acceptance will be posted to successful applicants on 19th December, 1984 and that dealings in the shares will commence on 20th December, 1984.

9. Arrangements have been made for the shares now being offered for sale to be registered by the Company free of stamp duty in the names of the successful applicants or the persons in whose favour Letters of Acceptance have been renounced provided that, in cases of renunciation, Letters of Acceptance (duly completed in accordance with the instructions contained therein) are lodged for registration not later than 3 p.m. on 24th January, 1985. Share certificates are expected to be posted on 21st February, 1985.

Copies of this document with Application Forms may be obtained from—

J. Henry Schroder Wagg & Co. Limited, de Zoete & Bevan,  
120 Cheapside, 25 Finsbury Circus,  
London EC2V 6DS. London EC2M 7EE.

and from the following branches of National Westminster Bank PLC—

New Issues Department, 80 George Street,  
2 Princes Street, Edinburgh EH2 3DZ,  
London EC2P 2BD.

## APPLICATION FORM







Third Test—Third Day

# WESSELS ROW WITH DUJON AND RICHARDS

By ALAN SHIELL in Adelaide  
A HEATED exchange, revolving round Australia's fast bowler, Geoff Lawson, marred the end of the second session of the third day of the Third Test at Adelaide Oval yesterday.

Kepler Wessels and the West Indies wicketkeeper, Jeff Dujon, exchanged angry words after Lawson was caught by Dujon off Garner in the last over before tea.

Lawson was told by Dujon in explicit terms to leave the field after clearly edging the catch to him. It was so obvious that the umpire, Tony Crafter, did not even bother to signal Lawson out.

Wessels reportedly spoke harshly to Dujon, prompting Viv Richards, the West Indies vice-captain to intervene.

Wessels then drew attention to the unofficial agreement between the teams that there would be no sledging (swearing or abusive comments) among the players, and Clive Lloyd, the West Indies captain, apparently suggested that they "cut it out".

**Rousing stand**  
Lawson and Wessels had forced Australia back into the match with a rousing, muscular partnership of 101 minutes. After the usual early collapse had seen the Indians disintegrate to 145 for six.

After retiring hurt with a bruised arm when 36 late on Saturday, Wessels missed his fourth century in 15 Tests by just two runs. And it was a measure of the calibre of his innings that most of the West Indians applauded him from the field, despite earlier verbal differences with Dujon and Richards, after he had edged a ball from Marshall on to his stumps.

The low point of the day's play was the first-ball dismissal of Hughes. He thick-edged a straight drive from Garner to Dujon, who dug to take a superb low catch in his right glove.

As expected, Hughes had been given a warm, reassuring ovation from the crowd of 12,000, and a disappointingly small but not surprising view of the heat.

Hughes still has not reached 40 in any of his past 10 innings against the West Indies.

**Lawson's eight**  
Lawson appears to have a mortgage on the player of the match award, having taken five runs of 48, which complemented his courageous eight-wicket haul off 40 overs.

His 8-112 was the best performance by an Australian bowler against the West Indies since Graham McKenzie's 8-71 in Melbourne in 1968-69 and it is only

the fourth eight-wicket-innings feat in a Test at Adelaide. The last was by "Albert" Trotter's 8-45 against England in 1894-95, Ashley Mallett's 8-59 against Pakistan in 1972-73, and Jack Farmer's 8-128 for England in 1923-24.

It was also the ninth time in 27 Tests that Lawson, who was 27 for the first time in his career, took more wickets in an innings, and it gave him 109 victims at 26-84 apiece.

Mr. Marshall, who captured 5-69 off 26 overs and some of his deliveries were astonishingly quick—it was the 10th time in 31 Tests that he had taken five or more wickets in an innings, and it lifted his tally to 151 at 22-52.

The quality of cricket played over the first three days of the match has not been commensurate with the grand occasion of the 43rd match played in years of Tests at Adelaide Oval.

**Slow over rate**  
The over rate has been slow, prompting intervention by the umpires. The scoring has been correspondingly down and the size of the crowds has been well below that normally associated with an Adelaide Test.

Three days' play have produced 21 wickets for 655 runs and only 223-2 overs—and only 40,981 spectators. Yesterday 10 wickets fell for only 206 runs off only 88 overs.

That the standard of play has not always risen to Test heights was evident again yesterday when the West Indies hit the Australian "disease" and fluffed four chances—three catches and a stumping.

Wood was dropped by Richards at second slip when 54. Border was missed by Lloyd at first slip off Walsh when 18 and again by Dujon, who should have turned him off Harper when 20. And Lawson was dropped by Loe, the substitute mid-on, off Walsh when 38.

**Squash Rackets**  
Kepler Wessels... court-ordered return after injury.

**Le Moignan spur for title success**  
AFTER a week of boycott threats by seven of Britain's leading players, the Inter-City British Squash Rackets Championships were men and women reached the last 16 of their respective events at Abbeyle Park, Sheffield, yesterday.

With the top men changing their minds about walking out of the tournament if the prize money was not increased—it was not—the only real hiccup came from David Lloyd, 19, from Birmingham had to pull out with mumps.

Lloyd, the world's leading junior, was highly seeded and could have been the semi-final opponent for Gwain Briers, a former champion and the second seed.

Briers and Geoff Williams, the No. 1 seed, both moved effortlessly into the third round. Williams, the Manchester-based Sussex player, had the easiest win of the second round—8-0, 8-0, 9-1 against Shirley White of Sussex in her bid for a title which she had been close to winning on three previous occasions.

Each time the Channel Islander, 22, had to be content with runner-up position and now, with the holder, Les Oddy, sidelined through illness, Miss Le Moignan senses her chance of success.

**SNOWKING**  
ROMANIAN WORLD DOUBLES CHAMPION Northamptonshire's Thomas (Tommy) D. Thomas, 24, has won the 1968-69 World Doubles title, beating a team of S. Miles and P. Francis 3-2 in the final. Thomas was the only player to win the title in the last 10 years.

**ROAD WALKING**  
OPEN 10KM (Group 1)—J. Ball (100meters) 44-12.

# Lawless states his case

By DONALD SAUNDERS

TERRY LAWLESS, the London boxing manager, who has guided four men to world titles over the last 10 years, denied last night that an agreement he signed with three promoters adversely affected any of the men in his care.

Mr Lawless was responding to reports that he, Jarvis Asaire, the closed-circuit TV entrepreneur, and the London promoters Mickey Duff and Mike Barrett, agreed to share profits from major shows on which his boxers appeared.

Disclosure of a document, signed by all four, was made in two Sunday newspapers after an Appeal Court lifted an earlier injunction preventing publication.

The British Board of Control are expected to issue a ruling on the matter tomorrow, but are unlikely to insist any investigation until they are certain legal action has been completed.

Under their rules, Mr Lawless is entitled to receive 25 per cent of his boxers' earnings for fights in Britain, and 23 per cent overseas.

The board will be anxious to ensure that arrangements made with the other three did not restrict profits, consequently requiring promotion costs and increasing profits to be shared.

Mr Lawless, who has long enjoyed the reputation as a caring as well as a successful manager, insisted last night that none of his boxers had suffered as a result of the agreement.

"The newspapers have produced only the signatures, not the document," he emphasised. "The document makes it clear there is no partnership and no sharing of profits."

"It was purely a pool into which our earnings went, and sometimes I was 1 per cent, sometimes 10 per cent, but from my manager's percentage that I got back from my share of the total profits."

Mr Lawless said he was quite prepared to go before the board to explain the document, which, he claimed, had been signed from Mr Duff's London flat in 1969.

If anybody wants to ask me any questions whatsoever, I'll have no fear about answering," Mr Lawless added.

"I warned my boys on Thursday that all this would be an Appeal Court case and told them that if they wished to leave, because they thought I had not done enough for them, they were free to go."

"I think I am the most honest man in boxing. Every thing I've done has been 100 per cent for the fighters," he said, adding that he had the positions of any dozen of my fighters against a dozen managed by others."

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# Britain face hard fight for medal

By A SPECIAL CORRESPONDENT

GREAT BRITAIN must beat New Zealand in the Champions' Trophy in Karachi today to retain strong hopes of a medal in the round-robin tournament.

Australia travelled to Karachi determined to gain revenge over Britain and Pakistan, the two teams which beat them in the Los Angeles Olympics, and had to fight for their 4-5 victory over Britain on Saturday.

There was a further boost for the Australians yesterday when Pakistan made heavy weather of beating Spain 3-2. Spain, late replacements for India in this tournament, were not expected to provide any serious problems.

Pakistan found it difficult to get into top gear but with goals from Khalidullah (2) and Ayaz Mahmood, Miguel Depaz and Jaime Arbos replied for Spain.

**Leman dangerous**  
Richard Leman was Britain's danger man against Australia, making both goals as his side equalised twice in the first half.

After Terry Walsh had put Australia ahead in the 25th minute Sean Kelly scored from a free kick taken by Leman. Grant Milton restored the Australian lead but Kulkir Bhaura made it 2-2 from a goalmouth scramble after another inspired run by Leman.

Walsh, who scored eight goals in the Los Angeles Olympics, put Australia ahead for the third time but the advantage was short-lived. Jon Potter working the ball into the net from a short corner.

Michael Nobbs secured victory for Australia with a 34th-minute penalty stroke. Britain were denied the chance to equalise in similar fashion when Kelly was clearly obstructed.

Points will be difficult to come by in Britain's last two fixtures against Pakistan and Holland.

Holland gained their first victory at the expense of New Zealand on Saturday. Deon Hartog gave them a first-half lead and Ronald Van Haren added a second goal before a late reply from Peter Dijk.

Pakistan, Australia, New Zealand, Spain, Holland, and Britain are the teams in the tournament.

**Women's Hockey**  
CHAMPIONS  
SUFFOLK  
FIND FORM

By NANCY TOMKINS  
CAMBRIDGESHIRE, who took the wooden spoon last season, are the only unbeaten side in the Eastern Counties Championship after two rounds.

Suffolk, the holders, who have found it hard to produce a winning team, at last looked like champions when beating Essex 5-2 at Orpington on Saturday.

Judy Wright and Claire Webb tightened the midfield by swapping positions while Tracey Wilce, scorer of two goals, solved the right wing problem.

Both sides were unable to get going in the first half. Suffolks' attack was hampered by a pitch badly affected by recent rains.

Lynn Bollington scored twice for Essex but Helen Bray converted a penalty corner just in time.

Essex contributed to their downfall by conceding the right wing and failure to get into the right positions when good opportunities arose.

Afterwards, on the better pitch but in fading light at Orpington, Suffolks' attack was hampered by a pitch badly affected by recent rains.

Forgetting the primary need for control, inexperienced players in both teams worked too hard, conceding both goalkeepers were excellent.

Sue Owen, of Hertfordshire, dealt effectively with forwards at the club's club level. Anne Green, of Kent, an otherwise exceptional youngster, regularly ran into trouble.

**Swimming**  
RECORD FOR CROSS  
Michael Gross, the Olympic champion, set a new record for the 400 metres freestyle event in the West German Championships in Schwabisch Gmünd, yesterday.

**MOTOR-CYCLING**  
BRISTOL TRIED TRIAL (Hampshire)  
Bristol tried a trial of the 1968-69 season, which was held at the Bristol Motor Club, yesterday.

**CROSS-COUNTRY**  
SURREY LGE (Hampshire)  
Surrey LGE held a cross-country race, which was held at the Surrey LGE, yesterday.

**YESTERDAY**  
ATARI LONDON LGE—Cambridge  
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# GUIGNARD PUTS HESS IN SHADE

CHRISTELLE Guignard, of France, yesterday continued the upstaging of established performers when she won the women's World Cup slalom in Davos, Switzerland, with an aggregate time of one minute 34.04 seconds.

Lying fourth after the first leg, Guignard completed her next run in 41.51 seconds—nearly five seconds faster than her first effort—to leave the champion, Erica Hess, in the runner-up spot.

It was the first World Cup win for Guignard, whose previous best was fifth in a previous year in Verbier last season.

**WOMEN'S WORLD CUP**  
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# BELL'S SCOTCH WHISKY

**BIRTHS, MARRIAGES, DEATHS, IN MEMORIAM AND ACKNOWLEDGEMENTS**

Announcements authorised by the name and permanent address of the sender may be sent to THE DAILY TELEGRAPH, 135 Fleet Street, London E.C.4, or telephoned (by telephone subscribers only) to 01-353 2200 or 01-583 3399.

Announcements can be received by telephone between 9.00 a.m. and 6.00 p.m. Monday to Friday, on Saturday between 9.00 a.m. and 12.00 noon. FORTHCOMING MARRIAGES, WEDDINGS, etc., on Court Page 28.

Courtesy: Pages announcements cannot be accepted by telephone.

**BIRTHS**  
COOPER—On Dec. 6, at the John Riddle Hospital, Oxford, a daughter, Jane, to Mr. and Mrs. J. R. Cooper, of Oxford.

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## KINNOCK FACES 'NO STRIKE' BACKLASH

By Our Political Staff

MR KINNOCK, Labour

leader, is to face further criticism from Left-wingers this week over his refusal to back a general strike in support of the miners.

Left-wing members of the party's ruling body, the national executive council, are to try to persuade their meeting on Wednesday to back a full 24-hour general strike.

Mr. Wedgwood Benn, MP for the mining constituency of Chesterfield, and Mr. Denis Skinner, MP for Bolton, are certain to repeat their criticism of Mr. Kinnock's stance and question what they regard as his lukewarm response to the miners' strike.

Last night Mr. Eric Heffer, MP for Liverpool, Warrington and former Labour chairman, warned that the leadership should back the call and respond in every way it could.

He said: "Clearly the trade union and Labour movement is in a crucial state. It now has to face the fact that if the Transport and General Workers' Union do not pay their dues tomorrow they could be placed in a similar situation to the NUM."

He added: "It is as clear as daylight that if Mrs. Thatcher continues with the policies she is pursuing the trades union movement will have all its claws removed and be bereft of strength."

This view was endorsed by Mr. Martin Flannery, Left-wing MP for Sheffield Hillborough.

**Internal dispute**  
He said: "It is quite disgraceful that Mr. Kinnock has in nine months of the most terrible strike in British history not yet been on a picket line. Surely it is now time that he examined his conscience and went to see the realities of what is occurring."

The Labour party looks set for another tangled internal dispute over the Marxist Militant Tendency faction within the party.

The party leadership will consider on Wednesday a proposal to hold a full inquiry into the activities of the group. Such a decision would certainly outrage the hard Left of the party who would call it another witch-hunt.

**Continued from P1**

**By MAURICE WEAVER**

**Pit union divided**

consult the executive before submitting a claim.

It would be regarded as an automatic process at this time of year and for the union to change to pay or conditions are proposed would it be necessary to refer it to the executive first.

This letter referred only to the need for a substantial increase and it cannot be said to constitute a formal claim.

What was apparently a hasty re-think on Mr. Heathfield's part did little to placate critics, however, and it is likely to be the centre of criticism at the next meeting of the union executive on Thursday.

The letter had not been referred to the union side of the industry's joint national negotiating committee whose activities have been virtually frozen since the strike began.

His timing is generally regarded as unfortunate in terms of the wider union strategy and if moderates like Mr. Heathfield are surprised by the union's efforts, it is stating the obvious.

**Not impressed**  
Nor are the working miners impressed. Mr. Colin Clarke, president of the National Union of Mineworkers, said yesterday: "We don't need new pay claims. We want last year's setting and a resolution found to this strike."

The working miners have been pressed up to £17 a man on account, as an advance on last year's unaccepted pay offer, and this is due to be paid on Friday.

The issue of Mr. Heathfield's letter has rubbed salt into the sores of moderate miners' executive members who are still angry at the handling of the

**PRIZE SOLUTION**  
OF DECEMBER 1—No. 18,314

**LETTERBOARD**  
O I N A E A L E C  
S A M O T H R A C E H  
A B E E S A G U E  
P A R O S P O S S  
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S P I D E R G R A N

**PRIZEWINNERS**  
The first three prizewinners of crossword puzzle No. 18,314, were Mr. L. E. Thomas, Aston Park, Birmingham; Mr. A. J. Jones, Birmingham; and Mrs. J. L. Lewis, Birmingham.

**SATURDAY'S QUICK SOLUTION**  
ACROSS: 1. Gums, 2. Gums, 3. Gums, 4. Gums, 5. Gums, 6. Gums, 7. Gums, 8. Gums, 9. Gums, 10. Gums, 11. Gums, 12. Gums, 13. Gums, 14. Gums, 15. Gums, 16. Gums, 17. Gums, 18. Gums, 19. Gums, 20. Gums, 21. Gums, 22. Gums, 23. Gums, 24. Gums, 25. Gums, 26. Gums, 27. Gums, 28. Gums, 29. Gums, 30. Gums, 31. Gums, 32. Gums, 33. Gums, 34. Gums, 35. Gums, 36. Gums, 37. Gums, 38. Gums, 39. Gums, 40. Gums, 41. Gums, 42. Gums, 43. Gums, 44. Gums, 45. Gums, 46. Gums, 47. Gums, 48. Gums, 49. Gums, 50. Gums, 51. Gums, 52. Gums, 53. Gums, 54. Gums, 55. Gums, 56. Gums, 57. Gums, 58. Gums, 59. Gums, 60. Gums, 61. Gums, 62. Gums, 63. Gums, 64. Gums, 65. Gums, 66. Gums, 67. Gums, 68. Gums, 69. Gums, 70. Gums, 71. Gums, 72. Gums, 73. Gums, 74. Gums, 75. Gums, 76. Gums, 77. Gums, 78. Gums, 79. Gums, 80. Gums, 81. Gums, 82. Gums, 83. Gums, 84. Gums, 85. Gums, 86. Gums, 87. Gums, 88. Gums, 89. Gums, 90. Gums, 91. Gums, 92. Gums, 93. Gums, 94. Gums, 95. Gums, 96. Gums, 97. Gums, 98. Gums, 99. Gums, 100. 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